THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, SEPTEMBER 16, 1904. NO. 4.

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

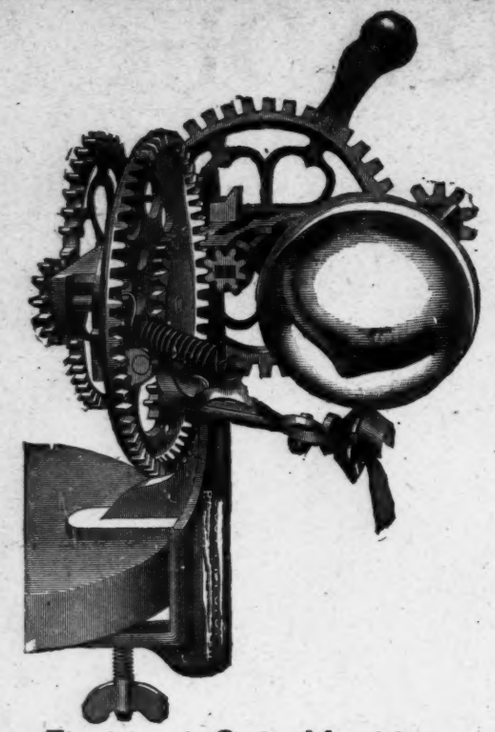
PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

SCOTT'S ROTARY KNIFE

PEACH and APPLE PARER



The First and Only Machine made that will do Perfect Work.

Write us for prices on

Pea and Tomato Machinery

and Supplies in general.

TRAYLESS GANG POWER TOMATO FILLER,

Bucklin Pulp Finishing Machine,

Perfection Power Cranes,

Hand Cranes,

Process Kettles,

Crates,

Foot Power Tomato Fillers,

FLOOR TRUCKS,

REPAIRS

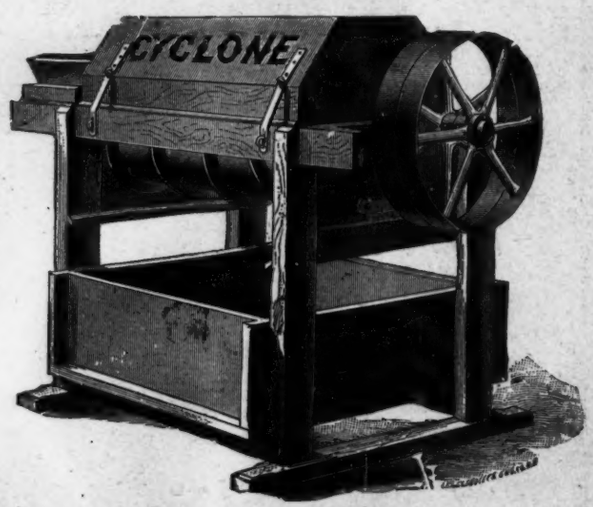
FOR BUCKLIN CYCLONE PULP MACHINE, &c.

Cyclone Pulp Machine.

BUCKLIN'S

CYCLONE PULP AND PUMPKIN MACHINE

Will reduce any fruit or vegetable to a fine pulp, and will extract all the pulp from tomato skins, leaving it entirely free from skins and seeds. Does its work very rapidly and absolutely without waste. Continuous in action—self cleaning.



SINCLAIR SCOTT COMPANY,

MANUFACTURERS OF

Canning House Machinery

Baltimore, Md.

TO THE TRADE:

WE HAVE SECURED THE EXCLUSIVE RIGHTS FOR THE UNITED STATES FOR THE RECENTLY INVENTED

INTERNATIONAL TOMATO PEELING MACHINE

FULLY PROTECTED BY PATENTS

WE CLAIM

For this machine CLEANLINESS and ECONOMY in operation, as well as a solution of the labor problem always associated with the packing of tomatoes.

Saving in Labor: Six inexperienced women can do the work that under ordinary conditions would require the services of forty people by the old system of peeling by hand.

Economy of Space and Power: It occupies floor space of about 4 x 15 feet and requires about one H. P. to operate.

Size or Smoothness of fruit immaterial. The machine does not discriminate between large and small, smooth or rough fruit, peeling all equally well.

Less Waste, hence larger number cans from each bushel fruit—and better work than by hand.

Simplicity and Durability: The machine is simple in construction and operation, yet amply strong for its work, and nothing to break or get out of order.

Owing to the fact that this machine has but very recently been perfected and the season for packing tomatoes is so near at hand, we will be unable to produce as many machines as we would wish, but will endeavor, so far as possible, to meet the wishes of those desiring them.

Machines will be put out on royalty basis only, and details will be furnished upon application.

CORRESPONDENCE SOLICITED.

CURTICE BROTHERS COMPANY,
Rochester, N. Y.

H. COTTINGHAM, Sole Agent,
Baltimore, Md.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

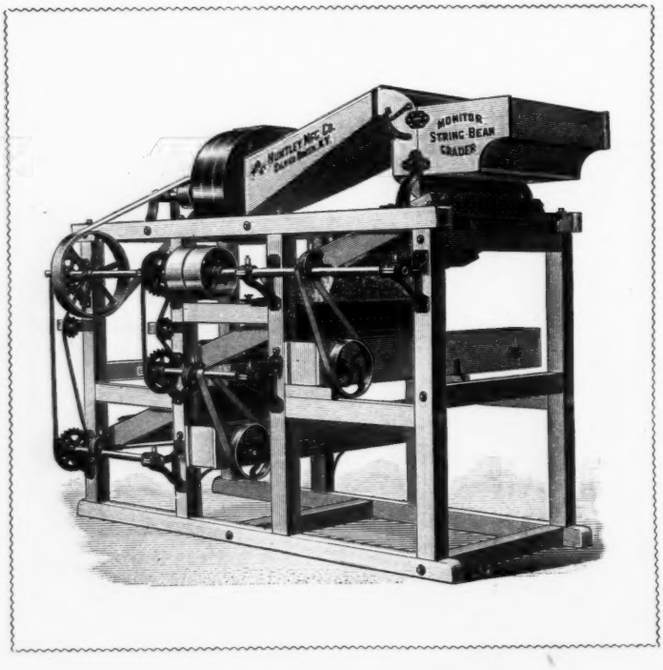
WORKS:
STEUBENVILLE, OHIO

Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.



THE MONITOR STRING BEAN GRADER

Makes four distinct grades or classifications which are commercially accurate. Each grade is freed from stones, leaves, dust and every other form of foreign matter—by means of a perfect combination of screen and air separations.

This is but one of the Monitor Line of Canner's Machinery which includes Green Pea Graders, Green Pea Cleaners, Bean Graders, Can Fillers, Bean Cutters, etc.

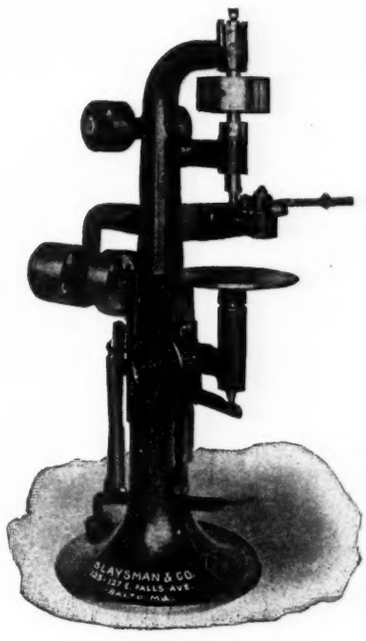
These machines are fully guaranteed and sold subject to a 30 days trial. When at the World's Fair at St. Louis don't fail to visit the exhibit of Monitor Canner's Machinery in the Agricultural Building, Block 107. Write for our catalogue.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

"Slaysman" Double Seaming Machine

No. 2.



This machine may also be made with counter shaft with cone pulley, so as to permit of adapting the speed to different diameters.

WRITE FOR PRICES AND DISCOUNTS.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

PINEAPPLE MACHINERY

Built By

E. J. LEWIS, - - - Middleport, N. Y.

This is a SAMPLE of the duplicate orders we receive.

Via Commercial Pacific,
Honolulu, Feb., 3, 1904.

Lewis,
Middleport, N. Y.

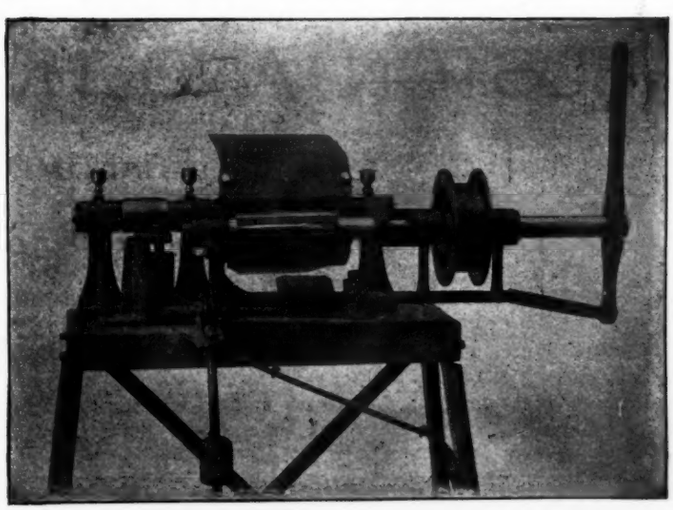
Make four peelers like previous order, letter follows.
Hawaiian Pine Apple Co.

We also build the best line of

Can Making Machinery,

that is on the market. Capacity 12,000 in ten hours.

We also build String Bean Cutters. Write for Prices.



Pineapple Peeling Machine.

Patented Nov., 14th, 1893

Capacity 4,000 to 5,000 in 10 Hours.

Steady Prices on Cans mean

Steady Prices on Canned Goods.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, SEPTEMBER 16, 1904.

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Within the past two days we have apparently gotten notice from the meteorological powers that summer has had its season, and that we must not expect too much from the fact that it was rather delayed in its action. Speaking more directly, during the present week we have had the first notice that the equinoxial season is about at hand, and that, despite the assertions of scientists to the contrary, the influence of the Sun in changing its semi-annual direction does also change the electrical condition of the earth; violent storms of different kinds giving evidence of it. Extraordinary winds and a deluge of water were the forms that the notice took here on the week; the rain will do no harm, as the agricultural sections were suffering from drought, but on the night of the 14th the wind was severe enough to make an end of the fruit upon the trees of all kinds and almost to blow the trees away.

A great amount of damage, however, cannot be done, as the fruit season was almost at an end, and, we believe, tomatoes, so far as the plants are concerned, are too close to the ground to be laid much closer. The storm has materially changed the temperature, although as we stated last week, we have been having for the previous few days July temperatures in September. We are likely to have little or no Indian summer this year, as whatever heat the earth got from the sun has been persistently washed out during the season. This is important in respect to the continuation of tomato packing. The first frost which strikes the plants will mean a permanent end of the season, as fall and winter will probably come on with a steady tread and a steadily lowering temperature.

The crops are beginning to draw to a close, and packers are already compelled to make effort to obtain material to keep the canneries running. The situation on the week has lain in this City between peaches and tomatoes.

The receipts of peaches have been nearly as heavy as they were for the week ending on the 7th, but it became evident from the latter part of this period that the season will soon come to an end. The packers have, therefore, been giving more atten-

tion to obtain receipts of tomatoes and it must be admitted they have not been successful in their efforts. All peaches and tomatoes have been immediately taken as soon as they arrived at the wharves, and the aggregates of quantity have not been sufficient in either case to keep the factories running. The demand from the packers, however, has in both cases been sufficient to to enhance the value of raw stock, and almost from date the receipts will be confined mainly to tomatoes.

Tomato plants at present barring bad reports from the recent wind, are in good appearance; the fruit is unusually firm and fine, but the packers on the farms are really not getting the quantity of tomatoes they desire and this has much to do with reducing the quantity coming to town. It is evident now that New Jersey will be considerably short on tomatoes, Delaware will be somewhat in better position, and Maryland has not gotten half a pack up to date. With the West watching the East to make up deficiency of supply in that section, and the East already turning hungry eyes to the West with the same purpose it will be strange if buyers do not at last conclude that tomatoes must advance because of scarcity, for there is steady demand for canned tomatoes almost as certain as for any other food during the year of twelve months.

Receipts of peaches for the week ending the 14th amounted to 59,070 packages at the wharf, about 3,000 packages less than the previous week. The fruit was about of the same quality, only showing some inclination to decay. Baskets were worth from 30 to 75c., and boxes from 40c. to $1.25. As we have said, packers took it all eagerly, though we believe much of it has been sent away. There have been very light receipts of mountain fruit from Western Maryland this season, though some little of it has appeared in the city during the past week. It has not appeared to get much attention from the packers and a good deal of it is re-exported. It is somewhat higher than the tide water fruit in prices, but it is very handsome fruit in all respects.

There has been virtually no change in the quotations of canned peaches during the week, the market has been taking all that was put up at prevailing figures, and the only change in prices we note is an advance of 5c. in No 3. unpeeled pies.

Brokers without exception make no change in the quotations of canned tomatoes; No. 3 standards being quoted at 67½c. to 72½c.; No. 2 at 50c.; No. 3 seconds at 62½c. and No. 2 at 45c. Gallons are quoted at $1.95.

In the West the pack of tomatoes is progressing as well as could be expected from a much reduced acreage and only a fair yield.

Corn is progressing steadily, both in packing and towards the close of the season. In this section it is a little firmer in price than it was last week. Harford county sugar corn is held at 60c. for standards, but local dry packed corn is quoted at 72½c., and extra at 77½c., and advance of 2½c. over previous quotations. This tells the story of corn in this section. Maine reports that there was a light frost in that State on August 31, but it is understood that merely assists to a more rapid development of the kernel and will not otherwise affect the corn crop. It is, however, noticed that the winter forces are now hovering over us and that the season for corn will soon terminate at least in the more northern sections. The pack of corn, however, will be a full average, but the market is in a good condition and the demand will be fully sufficient to consume the pack.

Outside of the staple lines there is little to report in canned goods. It is now certain that oysters will be inclined to advance before the dredging season commences. There has, in fact, been an advance of 2½c. per dozen on 5-oz. standards since last week, which have risen to 90c. per dozen, 10-oz. being quoted at $1.65; 4-oz., at 88½c., and 8-oz., $1.50.

After sifting reports from the beds, it may be expected as a fact that there has been a fairly strong set of spat during the

STEADY PRICES ON CANS MEAN STEADY PRICES FOR CANNED GOODS.

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

summer upon the oyster beds, but it will require from one to two years before we begin to get the first returns from this condition.

In Cans and Canners' Metals, there is little to report. The Independent canmakers write us calling attention to the fact that prices are advancing on the quotations of cans. Coincidentally we are in receipt of a communication from the American Can Company saying they do not propose to change prices at the present time; but that in a little while the rush of the season will have passed and the packers will be satisfied for this year. The sale of No. 2 cans has been very heavy, indicating that corn and the minor articles are being heavily packed. We, therefore, advise our readers to study the regular quotations of cans on the special page. There will be very little variation in metals between this and Thanksgiving Day. For Canners' Metals, see regular page.

Storm Damage.

As we go to press meagre reports of great damage from the recent high wind and deluge of rain are coming in. As probably every one knows, this storm struck the country Wednesday afternoon and night, and from every section of the country are coming reports of great damage done to corn and fruit. The corn has been laid low by the wind and partly covered with mud and sand caused by the rain, and it is feared the loss will be great. Tomatoes have probably suffered in the same way; and what fruit was on the trees was blown off. Owing to the fact that wires are down and communication interrupted, it is difficult to get any complete statements; but, in connection with these reports, comes information from the West, mainly from Iowa and Illinois, that frost occurred there in the wake of the storm. The daily papers report from Des Moines, Ia., under date Sept. 5th: "Northern Iowa corn fields have been badly damaged by a heavy frost which extended throughout the extreme northern part of the State. A light frost visited the central and southern parts, but did little damage." From Bloomington, Ill., same date: "There was frost in Central Illinois last night, but it is believed to have done only slight damage to corn."

From Harford county reports of destruction to crops are coming in, and every section of the Atlantic seaboard was affected, the storm extending into New York State and Canada, and causing great damage along its entire path. From Manitoba, Canada, comes a report of heavy snow.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, Sept. 14.—Business has not changed materially during the week and the volume transacted now is substantially the same as it was last week, thuogh apparently buyers are showing rather more interest and are seeking opportunities to purchase more freely than they were a week or so ago. Under such conditions, perhaps, holders are justified in asking more money for their goods, though getting it in only a few instances, and unquestionably buyers are justified in seeking for what they want with more interest than they have shown for weeks. Notwithstanding the past, and even the present, unsatisfactory conditions, there have been a few who have stuck to their original assertion, that business would improve later, and apparently their predictions are coming true.

Tomatoes.—Unseasonable temperatures are reported as holding back the development of the tomato crop in various producing sections and information received here indicates that the pack will fall far short of the original expectation. But the need of ready money on the part of some of the smaller packers and the comparative indifference shown here have together caused a slightly weaker feeling in the market and sales have been made as low as 65c. f. o. b., but the larger packers are still holding out for 70c., the previous week's quotations. From Southern New Jersey come reports of good prospects for the coming crop, and undoubtedly the pack will be quite up to the average. Some say it will be better. Prices remain unchanged from previous range.

STEADY PRICES FOR CANS MEAN STEADY PRICES ON CANNED GOODS.

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

Not much business is being done in spot goods and trade is reasonably good. Most dealers think the outlook is fairly encouraging.

Corn.—While reports from the South indicate that the corn crop is large, and the pack will be of corresponding size, reports from Maine are of a very roseate nature. Apparently Maine will turn out the best and largest pack for a number of years. It is difficult to tell just what may occur. Early frosts may reduce the output materially, while a long fall season may increase it beyond present expectations. At present the uncertainty is so marked that buyers are not placing orders, nor do packers care for much business. Most of them have sold practically their entire output as it is, and, unless they can pack more than they really expect to, they will have very little left after orders already in hand are filled. Neither Maine nor this State will market full deliveries. The actual proportion which will be delivered will be determined only when the stock is all in. From the West come reports of probable reduction of output owing to unfavorable weather. Much interest is shown in the crop, but just what will happen later it is now impossible to any more than conjecture.

Peas.—There is an abundance of medium and lower grades of peas, but the better qualities are scarce. Some bargains are being offered in Southern pack goods which buyers are not taking freely, as it seems as they though would under the circumstances.

Beans.—String beans attract comparatively little attention. The market is uneven, but sales are chiefly in small lots and then at substantially quoted prices. Present conditions do not favor a large business.

Peaches.—Few developments have been reported in the market during the week. Sales are made at about full prices, with better grades held stiffer, though without increase in quotations. According to advices from the Coast it is impossible to get assortment orders filled. Never before has the market been cleaned up so early in the season. The difficulty of obtaining supplies has caused a cessation in demand by the local jobbing trade for all sorts of fruits. Lemon cling peaches are the only exception and it is practically impossible to obtain them. Southern peaches are slow, as they have been for the past week or two. Owing to lack of important orders there appears a disposition to make concessions to buyers; even though cost of packing continues as high as it has been continuously. The indications as reported here are that the pack will fall below expectations.

Apples.—New York State gallon apples are dull and the new pack goods are disposed to be easy. Prices are irregular, ranging from $1.85 to 2.00, according to packer. A small business is being done in spot goods at $1.75 to 1.90.

Salmon.—There is an increased demand for spot goods, but aside from that the market offers no feature. Pink is the heaviest seller now and it is reported that a considerable business has been done on that grade recently. It is olso reported that negotations are under way for the sale and shipment of a block of 25,000 cases to Japan. Spot stock is cleaning up and everything is held firm at 80c. f. o. b. here. The pack of medium red is virtually a failure. There is still a good deal of movement in spot red Alaska, but the market lacks the snap and vim of a week ago. Prices are irregular, depending upon seller. The principal interest is quoting on the basis of $1.10 f. o. b. Coast, less 1½ per cent. with 13½c. added for freight from San Francisco to New York. Others are quoting $1.20 less 1½ per cent., and it is said that some could be bought as low as $1.17½. Late advices from Astoria indicate that the pack of Columbia river Chinooks will be a shade less than last year, but no packer has anything to offer. HUDSON.

The Sinclair Scott Co. make the Cyclone Pulp Machine. * * *

Virginia Can Company,

MANUFACTURERS OF

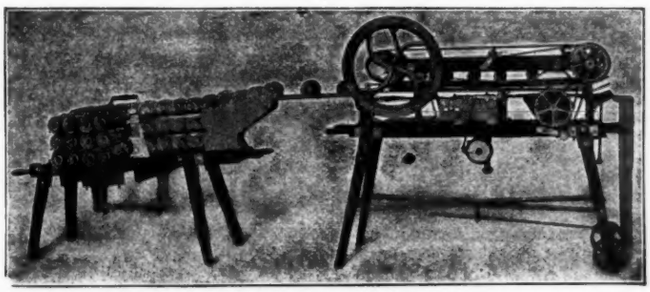
Two and Three Pound Cans

FOR

FRUIT AND VEGETABLE PACKERS.

It is of obvious advantage to the Fruit and Vegetable Packers of Virginia, the Carolinas and Tennessee, that they can buy a quick and ready supply of reliable cans near home. This they can do from the Virginia Can Company. Cases, Solder and Canners' Supplies also furnished. Correspondence Invited.

VIRGINIA CAN COMPANY,
Buchanan, Va.



The Knapp Labeler and Boxer

Do Not Disappoint.

Lots in that brother! We are constantly selling machines where other devices have not proven satisfactory. We lease where customers prefer.

Have you thought much about having your labeling done neatly, quickly and at the lowest possible cost? It's the only way. Write us now.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

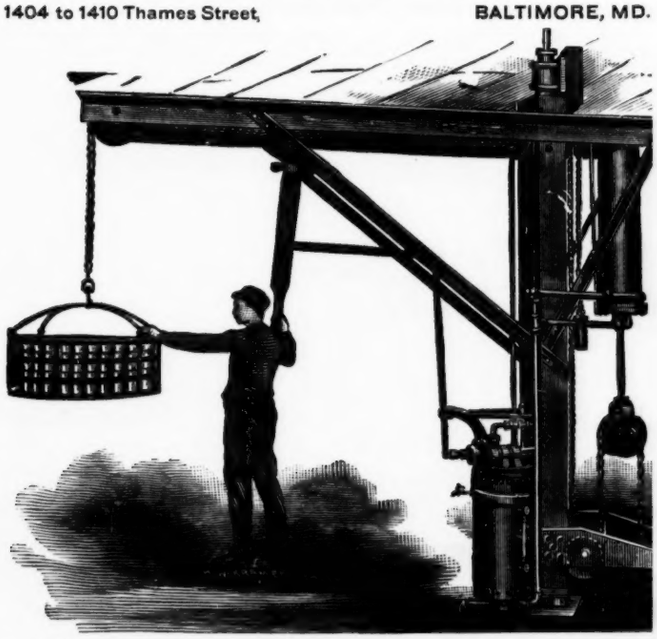
The Fred H. Knapp Co.

80 WABASH AVENUE — CHICAGO.

GEORGE W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames Street, BALTIMORE, MD.



The Crane here shown is entirely of iron and steel, put together in the strongest possible manner, which, combined with its simplicity, reduces the liability to get out of order to the minimum. The consumption of steam used as an impelling force is very small making it very economical. To all the above may be added, one man can operate it, having control of the article hoisted and the crane. The control, by means of the shifter handle, is absolute in raising, lowering or stopping the goods at any desired point. Hand power can be attached when desired, at a small additional cost, thus adding another desirable feature. Can refer to Wm. Numsen & Sons, Baltimore; Gibbs Preserving Co., Baltimore; C. E. Sears & Co., Circleville, O.; Buckeyestown Canning Co., Buckeystown Md.; Wm. Grecht & Co., Baltimore; W. W. Boyer & Co., Baltimore; T. J. Meyer & Co. Baltimore; Greenabaum Bros., Seaford, Del.; B. F. Shriver & Co., Union Bridge Md. Smith Yingling & Co., Westminster, Md.; Dunbars & Sons, New Orleans; Barataria Canning Co., New Orleans; Sciota Canning Co., Ashville, Ohio; Monocacy Canning Co. Frederick, Md.; Sac City Canning Co., Iowa; Salisbury Bros., Ridgely, Md.; F. & J. J. White, Williamstown, New York; Ross Bros., Seaford, Del.; Geo. W. Stradley, Laurel, Del.; The John Boyle Co., Baltimore; David Reis, Milford, Del., and others.

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HOHMANN & MAURER MFG. CO. H&M ROCHESTER, N.Y.

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We make

Thermometers, Gauges

for all industrial purposes.

If you have trouble in reading the mercury in your Process Kettle Thermometers, write us.

Hohmann & Maurer Mfg. Co.,

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NEW YORK: 85 CHAMBERS ST. LONDON, ENG.: 98 CLARKENWELL RD., E. C. CHICAGO: 119 LAKE ST.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

NEW YORK.

Canned tomatoes are still suffering from the uncertainty in the crop outlook, neither sellers nor buyers caring to operate freely. The f. o. b. price for Southern No. 3 standard tomatoes is 70c. in some sections and 67½c. in others, according to the crop prospect in those parts. The pea situation has not materially changed. The pack is full, the demand light and the tone of the market easy. String beans are quiet and rather weak. Corn is promising in those favored districts where the season lingers long, but where the weather has turned cool and frost is feared, the pack is expected to be cut short and deliveries reduced. The demand for peaches has shown some activity. There are free receipts at Baltimore, but dealers in fresh fruits are competing with the canners for the arrivals. California peaches are oversold in the canneries. Salmon is in good request at firm prices. Spot pink salmon, 80c.; red Alaska talls, $1.17½ to $1.20. For future delivery, pink, 70c. to 75c. f. o. b. Coast; red, $1.05 to $1.10 f. o. b. The market rules in holders' favor, owing to the shortage in the pack.—Merchants Review.

PHILADELPHIA.

Tomatoes are unchanged. The market is still firm on reports of poor crop and short pack, though the market is still full of fresh fruit at very low prices. The indications are now that New Jersey, whatever the other States do, will have a good pack. Futures range from 70c. to 72½c., with no interest manifested either in them or in spot goods. Corn is unchanged, it being still possible to buy on spot for less than future contract prices. It now looks as if the pack in New York will not be over 75% of full. The pack will probably be about one or two weeks late. Peas are unchanged, with cheap stuff still plentiful. Peaches are veryfirm, and there are now prophecies of even higher prices. The packers cannot afford to pay the the price at which the fresh fruit is being shipped. Some packers have already withdrawn from the market. Country-packed peaches are particularly scarce. California canned goods are unchanged and the supply is low.—The Grocery World.

BOSTON.

The condition of the market is about the same as per last week's report, except as to the corn situation, which looks a little stronger, as from all sources we learn that the cold nights and the extremely hot weather for this season is keeping the corn back; and, while the pack will not be nearly as light as last year, provided the frost holds off, there will not be a normal pack, even under the best conditions from now ont. Some packers in New York State and the West report that the pack will not be over 25%. Tomatoes continue firm and we look for higher prices, rather than lower. There is no change in canned salmon. Sardines are scarce and firm.—New England Grocer.

CHICAGO.

Canned peaches are attracting unusual attention. This item, with salmon, together form the centre of interest. Peaches will not be packed to anything like the extent that was expected a month ago. Baltimore and Maryland canners are much disappointed over the result of the season so far and are of the opinion that they will be unable to pack as many peaches as they hoped. California's pack is also small, as previously stated. Higher prices are looked for. Tomatoes are firmer, as reports from the heavy canning districts are not encouraging. Demand is quite good for this time of year. Canned peas are selling fairly well. Prices are unchanged, but some good qualities are obtainable at moderately cheap prices, as the quality of this season's pack was unusually good on the average. Salmon is firm and in demand from both consumers and the trade. The shortage on the Pacific Coast, according to a late and reliable estimate, will at least more than half a million cases below last year's pack. Other canned fish, such as cove oysters, sardines, lobsters and shrimp, are very firm and in small supply at primary points. Canned fruits, with the exception of apples, which are only about steady, are very firm, especially berries. Gooseberries and blackberries are among the firmest items in canned goods. Packs of both were small this year. The canned goods situation is such that there doesn't seem to be an item in the entire list that is not a safe purchase, with the chances favoring an advance.—Grocers' Criterion.

TORONTO.

The principal item in canned goods this week is the continued firmness of the sockeye salmon market. It is believed that packers at the Pacific Coast are general in their withdrawal of quotations. Unquestionably they must have a market in view, presumably the English market, for what has

It is the Leaks that Count.

CANNERS'
SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

not been already sold, which will pay higher prices, rather than do without British Columbia sockeye salmon. In view of the firmness of the situation, lower prices in salmon can hardly be expected this year. It is known definitely that Australia is bidding for sockeye and that considerable quantities will be forwarded there. The usual volume of trade in canned vegetables and fruits continues. Neither corn nor tomatoes, new pack, are on the market yet, nor is any reliable information available regarding the extent of the pack. Some new pack kippered herring have arrived on this market, and higher prices are reported on account of the relative smallness of the catch this season.—The Canadian Grocer.

MONTREAL.

New salmon prices are out, and considerable activity is in evidence everywhere. The price for new stock is $1.60, and there is a good demand. Fruits of all kinds are selling freely, and trade generally in canned goods is active. Corn is very scarce and promises to be an important factor in the market this winter. Canned meats are quieter than they have been owing largely to the cool weateer and the lull in the picnic season. No further encouragement has been received from France regarding the sardine catch, and prices are expected to be high.—The Canadian Grocer.

LONDON, ENGLAND.

Salmon.—The market for fine quality remains strong and there is a continued upward tendency. Alaska is unchanged. The demand from the country continues active. Lobsters meet with a steady demand and prices are firm. The Damara has brought 3,073 cases. Sardines.—There is a steady business doing in this market, and prices are a little firmer, for quarters particularly, stocks of which are getting within a very small compass. Reports of the fishing on all the coasts continue very unsatisfactory, and there is a considerable shortage in the catch. Recent arrivals include the Goya, with 3,425 cases; the Lusitania, with 1,324 cases; the Herrera, with 1,212 cases; the Navarre, with 2,634 cases; the Dragat, with 1,057 cases—the last three named to Liverpool; the Le Worbihan, to Newhaven, with 2,061 cases, and the Nile, to Southampton, with 1,144 cases. Meats.—A fair business is passing and prices are firm. Fruits.—There is not much first-hand business doing, but the market is steady. Pines move off fairly well and prices are unchanged, the market being very strong for whole, which are scarce. The Candia has brought 500 cases pines.—The Grocers' Gazette.

LIVERPOOL.

Salmon.—The boom in fine grades of salmon continues, and very large quantities of goods are changing hands. There is a good inquiry for ½-lb. tins. Alaska keeps firm, with steady inquiry. Sardines.—Not much moving at present. Meats continue strong. Fruits steady but quiet, except pears, which are much in demand. Pineapples have improved somewhat.—The Grocers' Gazette.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

COLORADO.

Boulder, Col.—Heavy fruit crops and lack of markets have caused plans to be made among local fruit growers for the erection of a canning and evaporating factory here. Sufficient acreage has been promised to insure the success of the undertaking. John A. Teagarden is backing the enterprise. The raspberry crop broke all previous records by 100 per cent. this season, and, though the strawberry crop was a comparative failure, about 2,000 crates of blackberries have been or will be shipped.

CONNECTICUT.

New Milford, Conn., Sept. 1.—The Co-operative Canning Company's plant is now in operation. Five thousand cans of corn and tomatoes were turned out last Saturday, and it is expected that at least a half million cans of vegetables will be prepared during the season. Pumpkins and apples will be put up after the corn and tomato seasons end. The farmers of New Milford provide vegetables, and the profits, with the exception of one-half per cent., which is retained by the company operating the cannery, is divided among them in proportion to the value of the vegetables contributed by each.

South Norwalk, Conn.—South Norwalk is shortly to have another oyster industry to add to its business interests. The incorporators of the new concern are Adden Solomons, of South Norwalk; Daniel Wicks, of New Suffolk, L. I., and Frank

STEWARD'S

Sanitary Can.

By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. *CHEAPER TOO.*

L & J. A. STEWARD,

Rutland, Vermont.

Lockwood, of Greenwich. A certificate of incorporation was filed yesterday with the Secretary of State, giving the capital stock at $300,000, and the name as The Standard Oyster Company.

ILLINOIS.

Elgin, Ill.—With nearly two hundred employes on the pay roll, the Elgin Packing Company began active operations this afternoon in corn canning. From this date until the season is over the factory will work full blast in filling its orders.

INDIANA.

Muncie, Ind., Sept. 3.—This morning the Tuhey Canning Plant was opened for the canning of tomatoes. The season will probably be of six weeks' duration. The force at work today is not complete, but by Tuesday the company expects to have probably 100 persons at work. Mr. Tuhey stated this morning that the tomato crop was better than was expected, and that it is fairly good. The Tuhey Company is the owner of extensive patches of tomatoes throughout the country.

Elwood, Ind.—The two canning factories in this city began operations today with a full force of employes. The tomato crop promises to be the largest ever grown in this section. There are scores of tomato patches, ranging from five to thirty acres all around the city.

KENTUCKY.

Madisonville, Ky.—A company is being organized at Princeton, Ky., for erecting a big canning factory in that city. It is said there is much money at the back of the movement.

MONTANA.

Doniphan, Mo.—Doniphan Canning Factory, of Doniphan, incorporated; capital stock, $5,000, four-fifths paid; incorporators, C. P. Harmon, John A. Pulliam, George A. Neal, T. L. Wright, C. H. Martin, J. F. Klenn and others.

NEBRASKA.

Grand Island, Neb.—A report under date of Sept. 3 says: The Grand Island Canning Factory is working every possible man it can place, and sweet corn is proving an excellent crop, 175 tons being canned daily. The late sweet corn is not yet harvested, and is expected to be even a heavier yield. If this proves to be the case, it is possible that a night force will be put on at the factory. Some of the farmers are harvesting four tons to the acre.

Nebraska City, Sept. 1.—The Otoe Preserving Company has been running twenty hours a day for the past ten days canning sweet corn and tomatoes. The pack has averaged 90,000 cans a day since the plant began operations. The sweet corn crop is unusually large and of fine quality this year. Prominent farmers say the crop is the best they have ever raised in this State.

NEW JERSEY.

Elmer, N. J.—The biggest day's run ever made at the Elmer (N. J.) Cannery was that of Thursday, when 21,117 cans of tomatoes were filled.

NEW YORK.

Rome, N. Y., Sept. 6.—Olney and Floyd commenced canning corn at their factory here on Saturday.

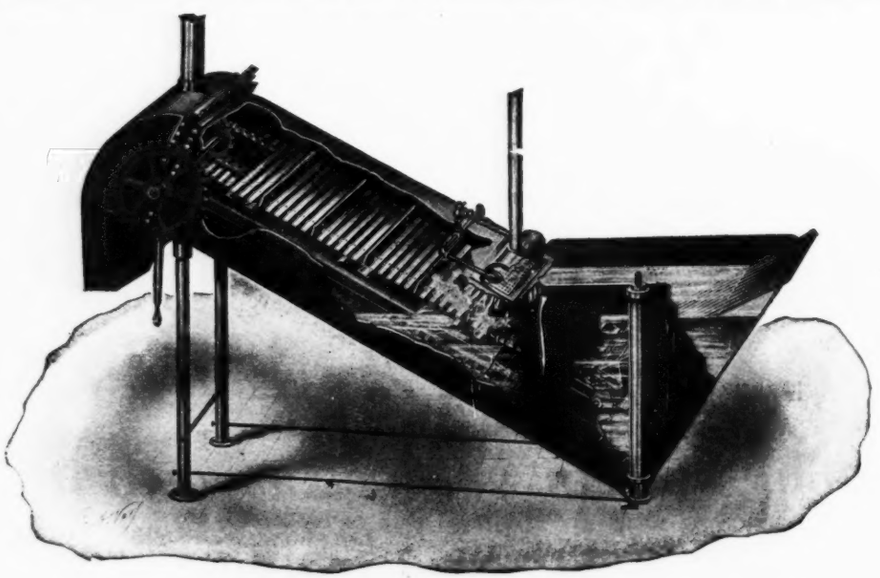
Coxsackie, N. Y., Sept. 7.—The E. H. Lounsberry Canning Company started up yesterday morning for canning corn.

OHIO.

Warrenton, O.—The canning factory is running full blast now turning out tomato catsup, canned tomatoes, apple jelly and saur kraut.

PENNSYLVANIA.

Sharon, Pa.—A State charter has been granted the Sandy Lake Canning Company, of Sandy Lake, Mercer county, with a capital of $14,000. The directors are: Wm. P. Davis, Philadelphia; Clifton F. Brown, Joseph O. Hattenbaugh, Robert D. Pringle, Andrew J. McMullen, Charles Herrine, Wm. B. Flickner, Chauncey M. Flickner and Luther P. Armstrong, all of Sandy Lake.



Buy nothing but the latest improved and up-to-date machinery if you would keep abreast of the leading and successful Packers of the country.

The TRIUMPH Continuous Capper,

The TRIUMPH Tray Capper, **The TRIUMPH Platform Conveyor,**

The TRIUMPH Tomato Scalder, **The TRIUMPH Continuous Exhaust Box,**

And all other machinery of the latest and most improved pattern are furnished by

Remington Machine Company,

J. M. COLBERT, Sales Agent **WILMINGTON, DEL.**

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

FOR SALE.

One Sprague Corn Cutter, first class condition,
Slaysman & Co.,
200 West Falls Ave.,
Baltimore, Md.

If

Climax Soldering Flux

IS BEST YOU WANT IT.
IF NOT, YOU DONT . . .

We'll send you a barrel on trial if you like. If it don't suit YOU send it back at OUR expense.

That's the whole Story.

WE TAKE ALL THE RISK.

Quick Service.

GEO. E. LOCKWOOD,

308 Chestnut St., - Philadelphia, Pa.

THIS SPACE IS RESERVED

FOR FAMOUS

NEVER-SLIP SOLDER.

Good Judgment has Accorded Never-Slip Solder the Highest Verdict.

COMMON SENSE

then should cause you to

RESERVE YOUR ORDER

FOR

E. M. LANG CO.,

Portland, Me., U.S.A.

New York Office,
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W. B. DOUGLAS, Agent.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.
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Postage stamps above the denomination of 2c. are not wanted in remittances.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, SEPTEMBER 16, 1904.

THE FIXING OF A "STANDARD."

The readers of THE TRADE, especially the older ones, will remember that this journal has always taken a strong position against the foolish fashion that many have tried to introduce of calling certain grades of goods above their proper quality. Years ago we found it necessary to denounce the practice that was attempted then of applying the word "standard" to all sorts of inferior grades of goods, and, we believe, for a time it was discountenanced to such an extent that it almost ceased. We observe, however, that this particular microbe is once more getting in its work, and at present there is almost an epidemic of it. This matter especially and particularly concerns the National Brokers' Association, and the Association should take hold of it with a firm hand.

Unfortunately the evil inclination exists largely among the most reputable brokers, and we, of course, infer that this is done in the interest of their clients.

For instance, take the published letters or rather circulars of leading brokers last week on canned goods and look what a condition of quotations we find. We have not only standards of all goods, which is right enough, but we have "standard pies," "standard seconds" and in a short time, we presume, we will have "standard off-goods," and "standard standards" after a while will be a necessity. It goes without saying that this use of the term "standard" works decidedly to the disadvantage of the standard goods in the market and later on in the canning house. Because a shrewd buyer intending to buy "seconds" and sell them for "standards" and furnishing the labels for same, will require the label printer to put the word "standard" on in very large letters and "seconds" very small or in a more or less ornamental sweep. And goods labeled in this way are sold to the public as "standards," and being bought at a price below standards, the competition tends always to force the price of standards down. The fact that this is to the advantage of the wholesale buyer at the expense of the packer does not mitigate the offense; but it makes it very unwise for the packer to countenance it under any circumstances.

Whilst the word "standard" means what it does mean, it is altogether dishonest and unnecessary to apply such a designation to goods that are either above or below standard. It would probably produce a universal smile among brokers and jobbers, and even among packers, if any firm were to get out a label with the word "standard extras" on it, but "standard seconds" is just as ridiculous.

We remember some years ago when the laws were being passed requiring the packers to put a designation of quality on their labels, that many packers, wishing to avoid the requirements of the law, labeled their goods "first quality of this brand," and the brand title was only one used for second quality of goods. Thus we can see that the action itself is prompted distinctly by dishonesty, the purpose being to deceive the customer by means of the label.

We have on more than one occasion sighted instances where buyers who furnish the labels clearly and plainly bought second quality goods, and then furnished labels with the word "standard" and even "finest quality" for the same goods, and the packers have protested to us that it was an outrage to require them to put those labels on such goods, but that their contract with the jobber compelled them.

In view of the drastic inclination of the Pure-Food Laws, it is becoming a very great hardship to the packer to, first of all, be compelled to do what a dishonest customer desires him to do, and then to have to bear the legal responsibility when it is against his inclination and his interests. It is even more than this: These things are done and the labels are specifically made to bear the name of Baltimore, even upon goods which never saw this city nor this section of the country, and this is unfair when Baltimore is made the butt of complaint of the very parties who complain of such dealings. And this is true of any section so treated.

We believe it would be in order for the Canned Goods Exchange in the interest of the value of their goods to adopt a resolution calling upon the National Brokers' Association to take hold of this matter and consider it; for the packer has no right to be sacrificed between the customer and the law. It will be seen from this that we are not talking in a purely philanthropic way; we would like the packers here and everywhere to understand in a special manner the doctrine, "honesty is the best policy," applies to him in this case, and that, as he is the producer of the goods, he should as far as possible prevent the distributors, whoever they may be, from using his position and reputation for their benefit at his expense.

We do the best we can to prevent this dishonesty, even at the risk of making enmities, and we are permanently assured that, so far as the consumers are concerned, and that means the final market, the reputation of the industry and the good name of every packer in it is rightly concerned in this question of honest labels.

"Standard seconds," "standard pies," and, we might add, "standard slops," are no standards at all if one moment's thought is given the matter. What would our people say if every individual firm in the United States were allowed to adopt a flag of its own and call it the standard of the country. There is but one standard on anything and can only be one, whether it be scales, a measure or a country's flag, and you can no more have two standards than you can have two suns.

The recent dispute between gold and silver should have taught our people by this time that there can be but one standard, and that the use of the appellation of more than one value or basis of value will cause "confusion worse confounded." It is the objection to the intention to cause this confusion to which we object. Staple canned canned goods of all kinds are

ARE YOU PREPARED FOR LABELING?

IF you are still dependent on that slow and expensive method—hand work, there is room for a needed change in your plant. How can you keep up with the majority of canners if your equipment is not modern?

MACHINE LABELING is unquestionably the quickest, cheapest and best method. It well pays hundreds of canners to use the BURT LABELING MACHINES, is there any reason why it would not pay you?

The BURT LABELER is the result of many years experience with labeling problems—a wonderfully perfect, simple, compact, durable and easy running machine; guaranteed to give entire satisfaction, like all "Burt Products." Scores of users testify to its many superior features, its immense capacity causing widespread comment.

Some interesting information about labeling will be sent free—it pays to investigate.

BURT MACHINE CO.,

BALTIMORE.

about as low in price nowadays as they can well be produced, and to have a confusing term of values for the purpose of allowing the goods to be bought for other than sold is the sentiment we voice, and we do it as mildly as we can, lest we hurt the sensibilities of people who do not desire to be dishonest.

This is a matter essentially for the Brokers' Association. It should take hold of it vigorously and require all its members to be strictly honest in the definition of the goods for which they are the intermediaries, and we make this remark thoughtfully because the brokers properly are the main centers of this unadvisable proceeding.

Tin in Michigan.

A Houghton (Mich.) dispatch says there is tin in Michigan, and tin and copper may be mined side by side, as has been done in Cornwall for 3,000 years. Tin has been found by two different persons in Keweenaw county, some thirty miles north of Houghton, but for different reasons neither of these discoveries were followed up. The visit to this district of a former resident and his mention of the finding of tin ore on the headquarters of the Tobacco River many years ago brought to light the fact that a similar discovery of tin ore was made on the same stream by William Barkell, of Hancock, some twelve years ago. Although a Cornish miner, Barkell did not know the nature of his find until the specimen brought home was identified later by a mineralogist who happened to see it. On returning to the spot the banks of the stream were caved in, and no more was in sight. As the land was owned by another person, no attempt was made then to follow up the discovery. The matter has again been taken in hand by Thomas Bennett, who will locate the vein, which he once visited with Barkell. The ore found was cassiterate, a simple oxide of tin, carrying when pure, about 87% of the metal, but often containing impurities in the form of allied metals that bring down the percentage of tin contained.—The American Metal Market and Daily Iron and Steel Report.

Kingston, Pa.—The Garrahan Canning Company has taken possession of the Blue Ridge Factory at Luzerne, and will place the plant in operation shortly.

A "For Sale" ad. can turn an unnecessary piece of machinery into money. Try it.

U. S. CLIMATE AND CROP BULLETIN.

WEEK ENDING MONDAY, SEPTEMBER 12, 1904.

GENERAL SUMMARY.

Nearly normal temperature, with no rain or very light showers, prevailed over the greater part of the Central Valleys and interior of the Southern States, while New England and the northern portions of the Middle Atlantic States and Lake region experienced temperature considerably below normal, light frosts occurring in the Upper Lake region, Upper Mississippi and Upper Missouri Valleys on the 11th and 12th. Portions of the South Atlantic and Gulf Coast districts and Oklahoma, Eastern Kansas and portions of Iowa and Minnesota received considsrable rain, excessive amounts being reported from Southern Georgia and Eastern Florida. Abnormal temperature extremes occurred in California, the minimum at San Francisco on the 6th, 50 degrees being as low as the lowest previous record for the first decade of September, and the maximum on the 7th and 8th, 100 degrees, being 6 degrees above the previous record for the corresponding period for more than thirty years.

The damage resulting from light frosts on the 11th and 12th over the extreme northern portion of the corn belt was mainly confined to Minnesota, Wisconsin and Upper Michigan, nearly the whole of the most productive part of the corn belt having experienced very favorable conditions for maturing the crop, which, with favorable weather, will be safe from injury by October 1 in the more northerly districts. Much corn is already safe, cutting being general in the central and southern portions of the corn belt and is in progress as far north as South Dakota and Southern Minnesota. Late corn has suffered from drought in portions of the Ohio Valley and Middle Atlantic States.

In the Lake region, over the northern portion of the Middle Atlantic States and in New England a fine crop of apples is promised, but over the southern portion of the Middle Atlantic States and the greater part of the Central Valleys apples are scarce and of indifferent quality.

SPECIAL TELEGRAPHIC REPORTS.

New England.—Boston: Light frosts in north on 7th, little damage; corn being cut, good crop in south, backward in north, needing several weeks' warm weather; sweet corn canning begun; large crop of apples, exceptionally fine quality and color, except in Rhode Island and Connecticut.

New York.—Ithaca: Week cool, with frosts, and very dry, except in parts of north section, where heavy rains occurred; corn improving, but in danger of frost; beans good, but damaged by rust; large yield of fine

MANY DOLLARS

will feel better in your pocket than out of it—don't you think so? You can put a great many dollars into your pocket that you now put into your waste pile if you will prevent all fermentation of your Tomato Pulp and Tomato Ketchup by using Preservaline. It is guaranteed to do the work. Write and find out about it. A postal card costs only a cent and the time it will take to write is one minute. Write us the card and we will send you the information that will save you the dollars. Do it now.

THE PRESERVALINE MFG. CO.,

CHICAGO, 190 Michigan St.

NEW YORK, 41-43 Warren St.,

SAN FRANCISCO, 441-443 Third St.

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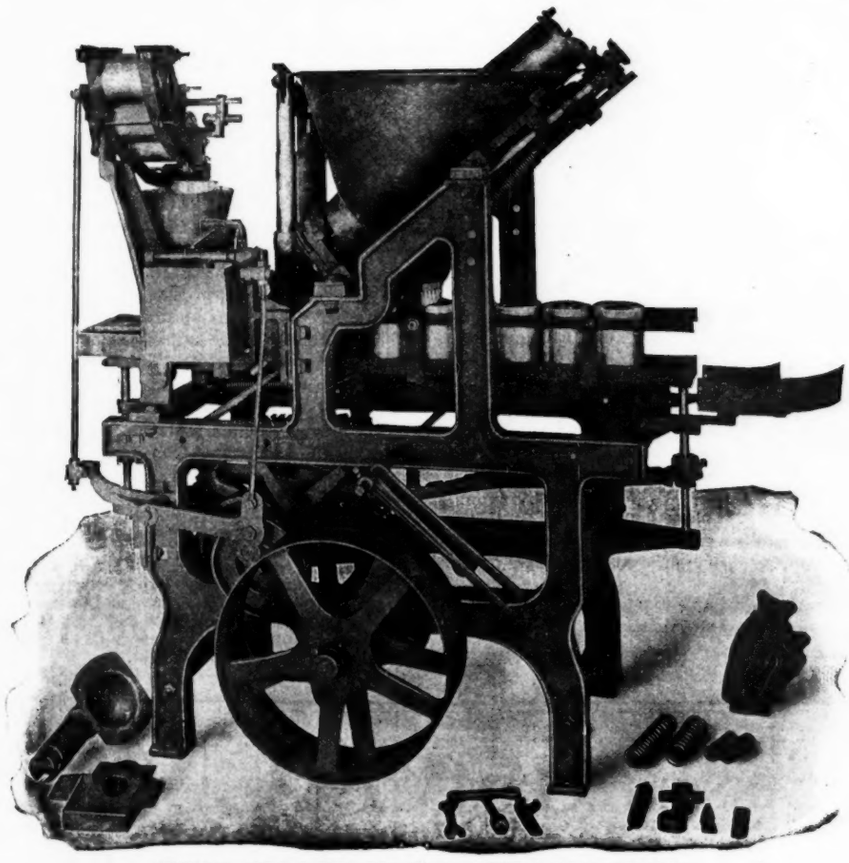
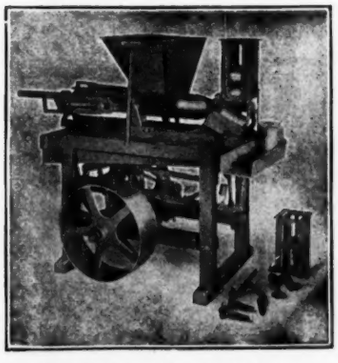
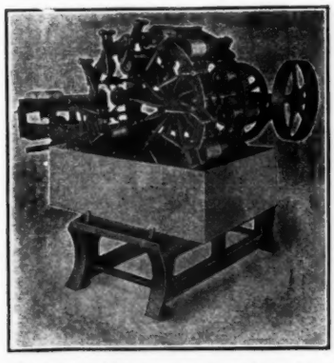


KING FILLER WITH ATTACHMENTS.

Everything goes into the can. Can be regulated to fill any desired quantity.



STEVENS FILLER.



AUTOMATIC CAN TESTER.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

apples.

New Jersey.—Atlantic City: Temperature about normal, days warm and bright, nights cool; continued absence of rain has seriously affected late truck crops in southern section; late apples dropping; pears abundant.

Pennsylvania —Philadelphia: Nights too cool for maturing late crops; apples promising.

Virginia.—Richmond: Week favorable for fall work and maturing of crops, but rather dry for crop growth; cutting corn progressing; corn fine.

Tennessee.—Nashville: Warm days; cool nights; rains of 3d very beneficial, but more needed; corn maturing fast; apples still dropping.

Kentucky.—Louisville: Temperature about normal; with the exception of few scattered showers, week was dry; corn ripened rapidly, cutting begun; late corn injured by drought, yield promises less than expected.

Missouri.—Columbia: Corn making satisfactory advancement toward maturity; reports confirm previous statement that greater part of crop will be safe from frost damage by 20th to 25th; apples poor; peaches good.

Illinois.—Springfield: Dry week very favorable for maturing corn, which will be safe mostly by October 1; outlook for apples in northern half greatly improved, elsewhere almost failure: canneries preserving large quantities of sugar corn, tomatoes and cucumbers.

Indiana.—Indianapolis: Decidedly droughty conditions prevailed until Sunday night, when general moderate rains relieved situation; barring unusually early frost, corn promises fair crop; cucumber and onion crops heavy; tomatoes late, but ripening and promise good yield, canneries running; apples falling, crop light.

West Virginia.—Parkersburg: Week cool and very dry; corn maturing rapidly and being cut, some late injured by dry weather. peaches fair yield; apples below average.

Ohio.—Columbus: Weather too dry; corn ripening slowly, cutting begun; apples good in northeast; pears, plums, plentiful; peaches good on high ridges.

Michigan.—Grand Rapids: Cool nights retarded maturity of corn; light frosts in upper peninsula and northern counties, but damage slight; corn slow, but healthy; late beans maturing nicely and promising; late apples and pears continue promising.

Wisconsin.—Milwaukee: Week favorable for corn until Sunday night, when damaging frosts occurred in central and northern counties, exact damage not known, but believed to be considerable; some early corn ripe, but bulk of crop needs two weeks to mature; apples good.

Minnesota.—Minneapolis: Rain early in week in southeast, but elsewhere very little; scattered, very light frosts late in week; corn improving nicely, and some being cut in south, with much safe from frost, but ten days or more required for late crop.

Iowa.—Des Moines: Week dry, with normal temperature and more than usual sunshine; corn has made good progress and some most advanced fields are being cut; reports indicate no material damage to corn by frost.

California.—San Francisco: Abnormally high temperature slightly damaged grapes, but favorable to fruit drying and raisin making; apples light, but of good quality; beans fair.

JAMES BERRY, Chief of Climate and Crop Division.

Maryland and Delaware Section.

Weather.—The week was cool and very dry. Maximum temperatures were uniformly low. At Baltimore the daily means were below normal on every day but one, and then the temperature rose only to the normal. The first three days were decidedly cool, the remainder of the week being only slightly cooler than the average for the season. The drouth is affecting pastures and late crops materially throughout most of the section, but especially over the southern half, whose vegetation is at a standstill. The condition appears to be most serious in Charles and St. Mary's counties. The dry weather has hastened the maturity of corn. Late apples are also needing rain. Corn-cutting has begun in the northern districts.

Grain and Grasses.—Corn is maturing rapidly and the condition of the crop has not changed decidedly since the last report. The ears are not filling out as well as they would had moisture been more abundant, but late corn is reported to be earing almost as well as the early fields. From Anne Arundel county southward corn has fired badly and fodder, as well as grain, will be considerably affected. Injury from smut is reported from Howard county.

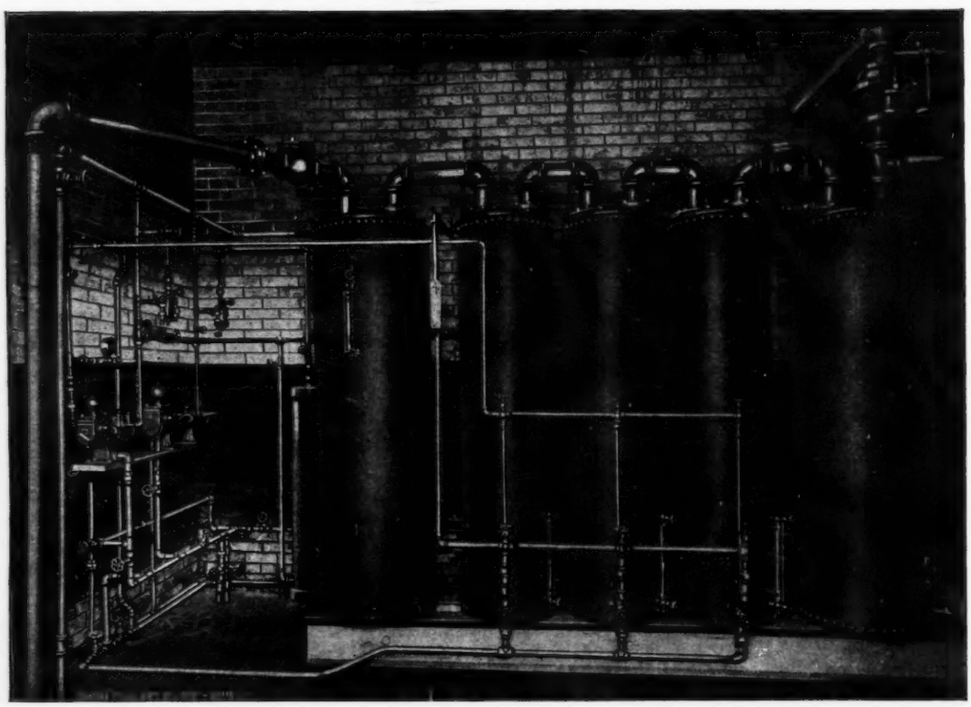
Fruit.—Winter apples are likely to be small owing to the dry weather. In Cecil county they are falling badly, and are ripening very fast generally. Peaches are ripening in Western Maryland, and are fairly plentiful elsewhere.

Minor Crops.—The yields of sugar corn are so heavy that, according to one correspondent in Frederick county, all other farm work has been mostly suspended for gathering and delivering this crop. In Carroll county the crop is one of the largest and best ever raised. Canneries have been running on full time, and some both day and night. Tomatoes are ripening slowly and are not plentiful.

OLIVER L. FASSIG, Section Director.

FOR CAN MAKING AND CANNING use ACME GAS

It will SAVE MUCH MONEY



Saving Fifty to Seventy-five per cent. over other gas

This plant is installed for the Borden's Condensed Milk factory at Dixon, Ill.

Write for Pamphlet to The Acme Gas Company, *1010 Monadnock Bldg. CHICAGO.*

Bargains.

4 Sprague Corn Cutters, 1893 pattern, each $100.

1 Conant Single Cooker, with brine heater and pump, $250.

1 Crosby No. 2 Automatic Header, $750.

1 Crosby Gang Slitter, $250; all in good running order; satisfaction guaranteed.

S. F. SHERMAN,
Utica, N. Y.

Modern Can Machinery.

SEAMERS,
HEADERS,
CRIMPERS,
TESTERS,
SLITTERS,

of very great capacity and best possible construction.

No plant is modern without them. For particulars address

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"It Sticks For Keeps"
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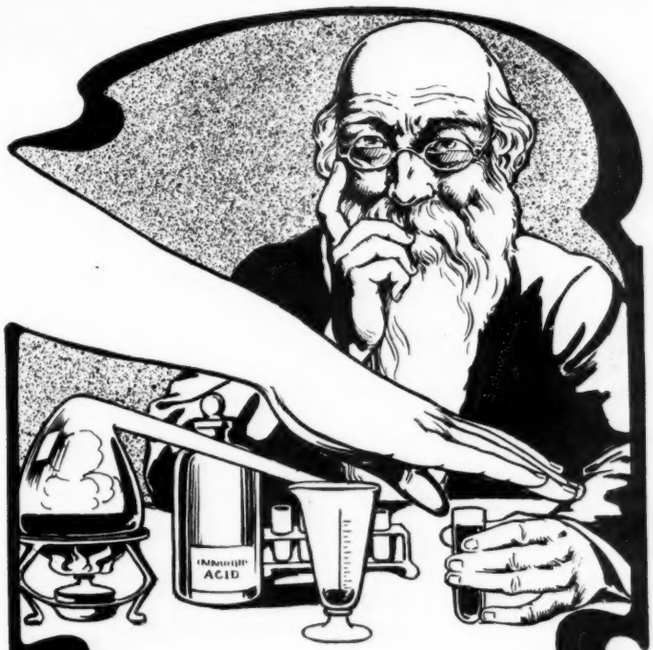

Stop Experimenting

with that Soldering Flux which doesn't make air tight cans every time.

That's really what you are doing—experimenting. But when you use

Eureka Soldering Flux

you put all experimenting aside and are dealing in certainties.

Eureka Soldering Flux will make every bit of soldering you do perfect soldering. Mind that—every can will be a perfect air tight can. That means that not one of your customers can ever complain of unsatisfactory work.

And the cost isn't any more than for the flux which you can't put entire confidence in.

Stop experimenting today and order Eureka—the flux that always does perfect work.

The Grasselli Chemical Co.
CLEVELAND, O.

ROBERT C. GRIFFITH & CO., Baltimore Agents, 133 W. Conway St.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

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TOMATOES—CONTINUED.

TOMATOES should be delivered to the factory when thoroughly red ripe, but not overripe, in shallow, slatted crates, 7 to 8 inches deep, with ends of one-inch stuff projecting one inch above the sides. This is to protect the tomatoes when filled crates are stacked. They should not be carted in deep boxes or conical splint baskets in which the weight of the fruit on top will crush or bruise the bottom layer. There are specially contrived carriers for tomatoes, and the progressive packer should have his own supply of these, which when "picking time" comes, can be loaned to the growers and returned by them when picking and hauling are finished. A record must be kept of such, and the grower held responsible for the good condition of the carriers.

SCALDING.

The proper scalding of tomatoes is an operation to which frequently too little attention is given; and often defects in the pack can be traced to improper scalding and delay in handling after scalding.

Keep the scalder up to the peelers, but not ahead of them. Many cases of swells have been traced to scalding, or rather a partial cooking in water that was not actually boiling, the long immersion and consequent softening and heating of the flesh making an excellent medium, in first-class condition, for the development of certain germs that are not destroyed by the ordinary processing.

The best method of scalding is with a machine, or machines, so arranged that the tomatoes are first washed in warm water, then subjected to the action of jets of live steam for just a sufficient period to properly start the skin, and are then plunged immediately into cold water before being delivered to the peelers. When tomatoes are washed and scalded in water in the same tank, the water must be at an actual, active jumping boil in order to obtain the best results, and, if afterward they are given a bath in cold water, an effect almost equal to steam scalding may be obtained. Tomatoes thus chilled with cold water, after either steam or water scalding, will be firmer and pack a more solid can, will enable the peelers to work more rapidly and will avoid some bacteriological complications which are apt to occur if tomatoes are scalded too far ahead of the peelers. The scalded fruit may be delivered to the peelers in buckets, baskets or boxes, as preferred, but no scalded tomatoes should be delivered to a peeler until all the previous supply is skinned. In many recent investigations an undue loss by "swells" has been traced to the stationary bins used in some systems for holding the supply of scalded tomatoes for the peelers and which, when nearly empty, are replenished with a fresh supply. As a consequence, it is quite possible that a portion of the first delivered are the last skinned and this may cause a variety of troubles, especially where the tomatoes have not been cooled after the scalding.

PEELING.

In peeling tomatoes, always remove the core first, using a knife with a short, narrow blade, holding it in such a manner that the point will reach near the centre of the tomato and slanting the blade at the stem sufficiently to cut out the harder portion of the core, but not enough to cut into and open up the seed cells. If the seed cells are cut, a sightly, solid pack cannot be made. Even when the tomatoes are so green at the stem end that much of them has to be cut away, insist that your peelers remove the cores in this manner and afterwards cut away the green portions; it will save a large percentage of waste.

Should your daily pack average less than 15 No. 3 cans per bushel, look first to your peelers, then to the scalding and then to the tomatoes as received.

After peeling, carry to the packing machine, where, place them on a perforated table level with the top of the hopper, for examination and draining off surplus juice. Make suitable provisions for saving this juice and that from the packing machine, for use in high-grade catsup and baked beans. There is more flavor in this juice than in the pulp of the tomato, and whenever possible it should be utilized.

If artificial coloring is employed, a portion of the juice may be strained free from seed and used to largely dilute the coloring, before it is placed in the can, or poured in the hopper of the machine. After filling the can solidly with fruit, top it, or press down the tomatoes with a "slop" stick made just large enough to allow for the expansion during the exhaust and process. At this point in the operation it is advisable to have a set of scales and frequentlly test cans to see that they are averaging the standard weight; this is the place to correct weight, not after cans are sealed. When properly filled and tipped, wipe the cans, cap and, if cold packing, tip. If exhausting, (hot pack) cap and exhaust No. 3 cans ten minutes either in water at 212 degrees, or, which is preferable, in a continuous steam exhauster for the same time. The exhausting of uncapped cans in large steam boxes is not advised for several reasons. First, on account of the delay which is bound to ensue after removal from exhaust, before all can be capped and the danger of fermentation during this delay; second, if topped sufficiently to make safe and easy capping, the finished cans will be slack filled; third, if not sufficiently topped, capping will be difficult and many cap and tip leaks may be expected. The exhausting of uncapped cans in tanks of water, even when this method is employed to color the goods, is even less advisable than the use of large steam boxes, and is a method which should never be employed. It posseses all the evil features of the steam box, and necessarily entails the loss of considerable flavor.

From the moment the tomatoes are scalded until in the process kettle they must be kept constantly moving. At the noon hour get all into the process kettle before stopping. Peeled tomatoes standing in buckets in their own juice will frequently ferment in half an hour, and in cans which have been exhausted, uncapped, in 10 or 15 minutes.

DIFFERENCES in climate, soil and fertilizers make important changes in the chemical and physical properties of tomatoes, AND UNDER NO CIRCUMSTANCES SHOULD A LARGE PACK BE MADE IN A SECTION WHERE CONCLUSIVE PRELIMINARY TESTS HAVE NOT BEEN MADE.

For Cold-Packed Tomatoes Process:

No. 2 Cans, 12 minutes at 240 degrees; 35 minutes at 212 degrees.

No. 3 Cans, 15 minutes at 240 degrees; 40 minutes at 212 degrees.

Gal. Cans, 30 minutes at 240 degrees; 75 minutes at 212 degrees.

For Hot-Pack Tomatoes:

No. 2 Cans, exhaus 8 minutes at 212 degrees.

No. 3 Cans, exhaust 10 minutes at 212 degrees.

Gal. Cans, exhaust 15 minutes at 212 degrees.

For Hot Pack Tomatoes (Exhausted) Process:

No. 2 Cans, 8 minutes at 240 degrees; 25 minutes at 212 degrees.

No. 3 Cans, 10 minutes at 240 degrees; 30 minutes at 212

Gal. Cans, 20 minutes at 240 degrees; 60 minutes at 212 degrees.

(Continued Next Week.)

Correspondence.

BALTIMORE, Sept. 10, 1904.

Editors THE TRADE:

Gentlemen:—We report the market as follows:

Peaches.—The week has been merely a repetition of last week as far as packing is concerned. Arrivals of peaches are not enough to go around, and, as a consequence, the cost of raw material continues very high. Packers have been looking for a change right through the season, but, so far, it has not come. As there are a few more weeks in which peaches can be packed, there is, of course, still a possibility of a change for the better. However, as the best part of the season has gone by and as there is no reason why peaches should not have been coming to Baltimore, if they are on the trees; it is not reasonable to look for any decided changes from now on. The conditions right straight through the season have been against very low prices on peaches. Cool weather has prevented a glut and packers have paid high prices for everything they have packed in the peach line this year. It looks as though the season of 1904 will close with a pack very much smaller than there was good reason to expect shortly before packing season began.

There are quite a number of packers here who have advanced their price on No. 3 second peaches to $1.10 for whites and $1.15 per dozen for yellows, and say they are going to hold for these figures. As a matter of fact, the quantity offered at $1.10 for good yellows is not large. The trade is taking hold fairly well, though there is still a tendency to hold off for lower prices. Sales of future peaches were sufficiently large to prevent packers from accumulating any large stock, so that really most of them are carrying only moderate stocks of peaches at present. At the same time, we do not believe the quantity of peaches sold so far by Baltimore packers will begin to supply the wants of the trade.

Tomatoes.—The situation here is very peculiar. The reports we are getting indicate a heavy shortage as compared with last year, even though frost should hold off until late in the season. Packers seem to think that the pack of tomatoes in this section will not be over half of last year's. In spite of the unfavorable crop reports, however, and the belief that prices ought to be higher, buying is not very heavy. It looks as though buyers are just taking hold as they need the goods and not anticipating their wants in the least. This sort of buying naturally does not have very much effect on the market, and, while ultimately prices may do better, it will take some time before there will be any advance in all probability.

Corn.—Packing of corn is in full blast, and, in order to make room, packers will make special prices.

Lima Beans.—Some very fine Lima beans are being packed here. We quote you all the popular brands at 90c. per dozen, regular, f. o. b. Baltimore, for No. 2 standard green.

Yours truly, THOS. G. CRANWELL & CO.

ABERDEEN, MD., Sept. 10, 1904.

Editor THE TRADE:

Crop Conditions.—The majority of reports which we have received from tomato sections this week from Maryland, Delaware and Virginia comprise unusually irregular conditions existing in different sections in the States mentioned. In some sections receipts are good, both as to quality and quantity. In quite a number of sections, however, the unfavorable conditions which the crop encountered in the early part of the season have clearly been shown in the light receipts of fair quality only. To what extent these irregular conditions and the already reduced acreage in the States mentioned will work out, it is difficult at this time to say. There can be no question, however, that the season's work, as a whole for the States mentioned, will be very much below the output of the last two years. In corn, this week's crop conditions have continued favorable, the cool nights enabling packers to go over their fields carefully with the result that quality of packing is very good.

Tomatoes.—There is almost nothing to note of importance in this week's course of the tomato market as compared with last week. Large interests in Maryland and Delaware, who had considerable future business entered, are taking care of this and are not in position at this time to make any new offerings of consequence. Outside interests are making some offerings of new stock at figures of last week, and, in some instances, at a shade of 2½c. under ruling quotations rather than pass the business. Interest from distributing sources is light. Our quotations of the 3d instant are practically unchanged.

Corn.—Packers continue too much occupied in taking care of the crop and filling future orders to figure on the light demand, which is comiug in from day to day. The jobber, on the other hand, until he sees what is coming to him on future contracts, is not likely to be interested in any offerings. Quality of deliveries already made of Maryland and Delaware packing, both Evergreen and shoe peg, and Maine style, is especially good.

Yours truly, STRASBAUGH-STECKEL-HEWITT CO.

When Through With Experimenting

WRITE FOR OUR RELIALBE

"AMALIE BRAND"

TOMATO AND CATSUP COLORS

Absolutely Harmless and Non-Poisonous,

Best Natural Color Effect.

PRESERVING SALTS for Tomato and fruit pulps. SOLDERING FLUX.

German-American Chemical Works.

L. SONNEBORN SONS,

801-809 S. Wolfe St., Baltimore, Md. 281 Pearl St., New York.

FOOD STANDARDS.

By H. W. Wiley, Chief of Bureau of Chemistry,

United States Department of Agriculture.

D. Condiments (except vinegar).

a. SPICES.

1. *General definition.—Spices* are aromatic vegetable substances used for the seasoning of food.

GENERAL STANDARD.

Standard spices are sound spices, true to name, from which no portion of any volatile or other flavoring principle has been removed.

2. *Definition.—Allspice or pimento* is the dried fruit of *Pimenta officianalis* Lindl.

STANDARD.

Standard allspice is allspice containing not less than eight (8%) of quercitannic acid; not more than six (6%) of total ash; not more than five-tenths (0.5%) of ash insoluble in hydrochloric acid, and not more than twenty-five (25%) of crude fibre.

3. *Definitions.—Anise* is the fruit of *Pimpinella anisum* L.

4. *Bay leaf* is the dried leaves of *Laurus nobilis* L.

5. *Capers* are the flower buds of *Capparis spinosa* L.

6. *Caraway* is the fruit of *Carum carvi* L.

CAYENNE AND RED PEPPERS.

7. *Red pepper* is the red, dried, ripe fruit of any species of *Capsicum*.

8. *Cayenne pepper, or cayenne*, is the dried, ripe fruit of *Capsicum fastigiatum* DC., *Capsicum frutescens* L., *Capsicum baccatum* L., or some other small-fruited species of *Capsicum*.

STANDARD.

Standard cayenne pepper is cayenne pepper containing not less than fifteen (15%) of non-volatile ether extract, not more than six and five-tenths (6.5%) of total ash, not more than (0.5%) of ash insoluble in hydrochloric acid, not more than one and five-tenths (1.5%) of starch by the diastase method, and not more than twenty-eight (28%) of crude fibre.

9. *Definitions.—Celery seed* is the dried seed of *Apium graveolens* L.

10. *Cinnamon* is the dried bark of any species of the genus *Cinnamomum*, from which the outer layers may or may not have been removed.

11. *True cinnamon* is the dried inner bark of *Cinnamomum zeylanicum* Breyne.

12. *Cassia* is the dried bark of various species of *Cinnamomum*, other than *Cinnamomum zeylanicum*, from which the outer layers may or may not have been removed.

13. *Cassia buds* are the dried, immature fruit of species of *Cinnamomum*.

14. *Ground cinnamon, or ground cassia*, is a powder consisting of cinnamon, cassia, or cassia buds, or a mixture of these spices.

STANDARD.

Standard cinnamon or cassia is cinnamon or cassia containing not more than eight (8%) of total ash and not more than two (2%) of sand.

15. *Definition.—Cloves* are the dried flower buds of *Eugenia caryophyllata* Thunb. (*Caryophyllus aromaticus* L.), which contain not more than five (5%) of clove stems.

STANDARD.

Standard cloves are cloves containing not less than ten (10%) of volatile ether extract, not less than twelve (12%) of quercitannic acid, not more than eight (8%) of total ash, not more than five-tenths (0.5%) of ash insoluble in hydrochloric acid, and not more than ten (10%) of crude fibre.

16. *Definitions.—Coriander* is the dried fruit of *Coriandrum sativum* L.

17. *Cumin seed* is the fruit of *Cuminum cyminum* L.

18. *Dill seed* is the fruit of *Peucedanum graveolens* Benth. & Hook.

19. *Fennel* is the fruit of *Fœniculum vulgare* Gaertn.

20. *Ginger* is the washed and dried, or decorticated and dried rhizome of *Zingiber officinale* Roscoe.

STANDARD.

Standard ginger is ground or whole ginger containing not less than forty-two (42%) of starch by the diastase method nor less than forty-six (46%) by direct inversion, not more than eight (8%) of crude fibre, not more than eight (8%) of total ash, not more than one (1%) of lime, and not more than three (3%) of ash insoluble in hydrochloric acid.

21. *Definition.—Limed or bleached ginger* is whole ginger coated with carbonate of lime.

STANDARD.

Standard limed or bleached ginger is limed or bleached ginger containing not more than ten (10%) of ash, not more than four (4%) of carbonate of lime and conforming in other respects to standard ginger.

22. *Definition.—Horse-radish* is the root of *Cochlearia armoracia* L.

PACKERS' CANS.

Greenwood, Ind., Jan., 1st, 1904.

Wheeling Can Company, Wheeling, W. Va.

Dear Sirs:—With reference to the six and one-half million cans purchased of you this last season will say that the cans have given entire satisfaction in every respect. We have no claims at all on three pounds and out of 250,000 two-pound tomato cans we have just 127 leaks, which is certainly a very good record. With the exception of the first few car loads of two-pounds turned out by your factory the rest of our two-pounds were first class. We consider this record for the first year's operation of your plant very fine indeed.

Yours truly,
J. T. POLK COMPANY.

Circleville, Ohio, Dec., 18th, 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—In reply to yours of the 16th inst., with reference to our experience with your cans during the season of 1903, we beg to state that we were entirely satisfied with them in every respect. Your cans work nicely, were neat in appearance, and deliveries were prompt and careful. Wishing you a happy and prosperous New Year, we are,

Yours respectfully,
THE SCIOTO CANNING CO.
S. P. Deeds, Secretary.

Eureka, Ill., Dec., 1903.

The Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—Answering your valued favor of the 16th inst., we take pleasure in stating that we have used a little over a million of your 2-lb. cans the past season and consider them fully as satisfactory as any we have ever used. We also used a car or two of 3-lb., and they gave the same uniform satisfaction. Your treatment was most attentive and we are well satisfied with the season's business. Wishing you continued success, we remain.

Yours very truly,
DICKINSON & CO.

Toledo, Ohio, Dec., 28th 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—We had the pleasure of purchasing our 3-lb cans from you last season. We say pleasure, for the reason that it is a pleasure to be able to purchase cans that are strictly first class and entirely satisfactory nowadays when so many manufacturers are putting out inferior cans. We wish to assure you we will not close for next season until we receive quotations from you.

Very truly yours,
THE INTERNATIONAL CANNING CO.

WRITE FOR PRICES BEFORE BUYING.

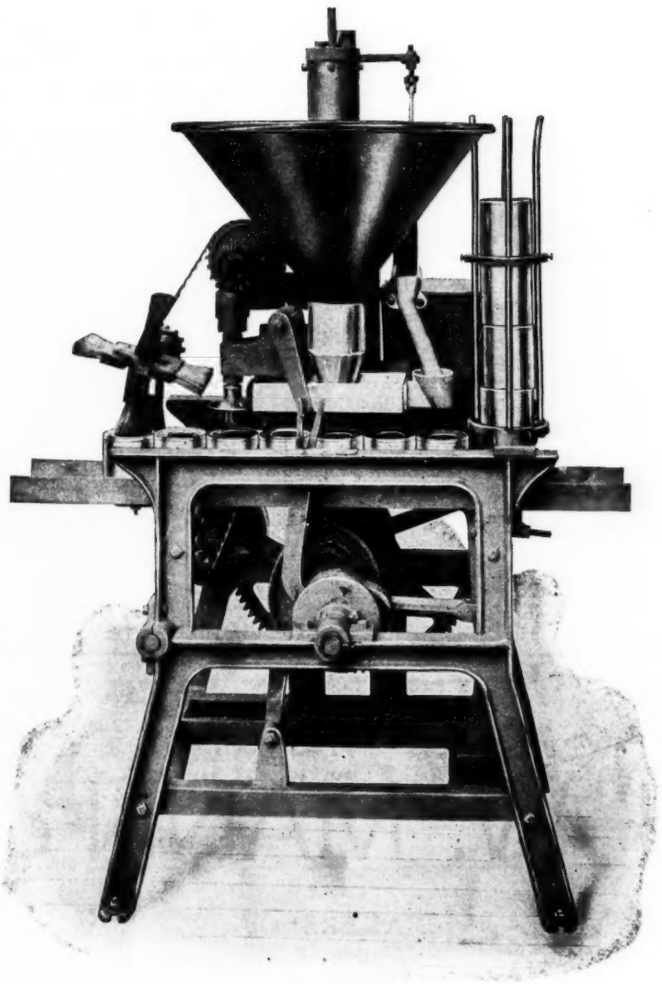
Wheeling Can Company,

OLIVER J. JOHNSON, Manager.

Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING - - - WEST VIRGINIA.

Tomato Machinery.



Improved Jersey Queen Tomato Filler.

Makes Great Improvement and Saving in Packing Tomatoes. Does not Mash the Fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

STANDARD.

Standard grated or ground horse-radish may be mixed with vinegar.

23. *Definition.—Mace* is the drilled arillus of *Myristica fragrans* Houttuyn.

STANDARD.

Standard mace is mace containing not less than twenty (20) nor more than thirty (30%) of non-volatile ether extract, not more than three (3%) of total ash, not more than five-tenths (0.5%) of ash insoluble in hydrochloric acid, and not more than ten (10%) of crude fibre.

24. *Definitions.—Macassar or Papua mace* is the dried arillus of *Myristica argentea* Warb.

25. *Bombay mace* is the dried arillus of *Myristica malabarica* Lamarck.

26. *Marjoram* is the leaves, flowers and branches of *Origanum majorana* L.

27. *Mustard seed* is the seed of *Sinapis alba* L. (white mustard), *Brassica nigra* (L.) Koch (black mustard), or *Brassica juncea* (L.) Coss. (East Indian mustard).

28. *Ground mustard* is a powder made from mustard seed, with or without the removal of the hulls and a portion of the fixed oil.

STANDARD.

Standard ground mustard is mustard containing not more than two and five-tenths (2.5%) of starch by the diastase method and not more than eight (8%) of total ash.

29. *Definition.—Nutmeg* is the dried seed of *Myristica fragrans* Houttuyn, deprived of its testa and with or without a thin coating of lime.

STANDARD.

Standard nutmegs, ground or unground, are nutmegs containing not less than twenty-five (25%) of non-volatile ether extract, not more than five (5%) of total ash, not more than five-tenths (0.5%) of ash insoluble in hydrochloric acid, and not more than ten (10%) of crude fibre.

30. *Definitions.—Macassar, Papua, male, or long nutmeg* is the dried seed of *Myristica argentea* Warb., deprived of its testa.

31. *Paprica* is the dried ripe fruit of *Capsicum annuum* L., *Capsicum longum* DC., or some other large-fruited species of *Capsicum*.

PEPPER.

32. *Black pepper* is the dried, immature berries of *Piper nigrum* L.

STANDARD.

Standard black pepper is black pepper free from added pepper shells, pepper dust and other pepper by-products and containing not less than six (6%) of non-volatile ether extract; not less than twenty-two (22%) of starch by the diastase method; not less than twenty-eight (28%) of starch by direct inversion; not more than seven (7%) of total ash; not more than two (2%) of ash insoluble in hydrochloric acid, and not more than fifteen (15%) of crude fibre. One hundred parts of the non-volatile ether extract contain not less than three and one-quarter (3.25) parts of nitrogen.

33. *Definitions.—Long pepper* is the dried fruit of *Piper longum* L.

34. *White pepper* is the dried, mature berries of *Piper nigrum* L., from which the outer coating, or the outer and inner coatings have been removed.

STANDARD.

Standard white pepper is white pepper containing not less than six (6%) of non-volatile ether extract; not less than forty (40%) of starch by the diastase method; not less than fifty-three (53%) of starch by direct inversion; not more than four (4%) of total ash; not more than five-tenths (0.5%) of ash insolnble in hydrochloric acid, and not more than five (5%) of crude fibre. One hundred parts of the non-volatile ether extract contain not less than four (4) parts of nitrogen.

35. *Definitions.—Saffron* is the dried stigmas of *Crocus sativus* L.

36. *Sage* is the leaves of *Salvia officinalis* L.

37. *Savory*, or *summer savory* is the leaves, blossoms and branches of *Satureia hortensis* L.

38. *Thyme* is the leaves and ends of blossoming branches of *Thymus vulgaris* L.

b. FRUIT EXTRACTS.

(Schedule in Preparation.)

c. SALAD OILS.

(Schedule in Preparation.)

d. SALT.

(Schedule in Preparation.)

d. FRUIT JUICES—FRESH, SWEET AND FERMENTED.

(In Preparation.)

e. VINEGAR.

(In Preparation.)

III. PRESERVATIVES AND COLORING MATTERS.

(In Preparation.)

(These Standards will be published as issued. As above stated, the U.S. Dept. is now preparing them.—ED.)

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

Yours truly,

JOHN W. MANN & CO.,

902 to 920 S. CAROLINE STREET, BALTIMORE, MD.

CROP CORRESPONDENCE.

About ⅔ the Usual Acreage.

OTISFIELD, ME., Sept. 6, 1904.

THE TRADE:

I should think the acreage planted this season to corn and beans was about two-thirds the usual amount, and at present prospects are for fair average yield. The same packers will work on them as last year, and are paying 2c. per lb. for cut corn.

On the 31st of August there was a frost on lowlands which did some damage. Yours truly, E. B. JILLSON.

Tomato Acreage About 75%.

LEESBURG, N. J., Sept. 9, 1904.

THE TRADE:

We pack tomatoes almost exclusively, and have this year about 75% of our usual acreage. Owing to the protracted drought, the prospects at present are not so good as they were earlier in the season. But the fruit was never nicer than it is now, and it is very solid and of good color. We contracted for tomatoes at $7 per ton, though there are fewer factories running on them this year than formerly.

Yours sincerely, Leesburg Packing Co.

Tomatoes 50% Less Than Usual.

LAMBERTVILLE, N. J., Sept. 8, 1904.

A correspondent from the above place reports that there is only about 50% of the usual acreage planted to tomatoes, although the packers are paying $8 per ton for the fruit. Until lately conditions were quite unfavorable for the proper development of the crop, and, as a consequence, prospects are for not more than ⅔ of an average yield, though of excellent quality. He also intimates that there will be two factories in that section which will not work on them this season.

Average Acreage and a Full Crop.

SMYRNA, DEL., Sept. 12, 1904.

THE TRADE:

Our pack this season will be chiefly corn and tomatoes, on which we have about the usual acreage. Indications at present point to a full crop in point of yield. We are paying $7 per ton for tomatoes.

There is only one packer whom we know of that will not work this season, though some others will operate on a smaller scale than formerly.

Yours sincerely, J. H. Hoffecker Canning Co.

Tomatoes 30% Short in Yield.

WILLOW GROVE, DEL., Sept. 12, 1904.

THE TRADE:

Tomatoes are of good quality, though the pack will be 30% short this year as compared with the pack of last year in this vicinity. The usual amount of acreage was planted and contracted for at $7 per ton, but we can now buy tomatoes at 8c. per basket. Indications point to a crop yield that will be 30% short of last year.

Yours truly, J. COLBY SMITH & SON.

MCKINNEY, KY., Sept. 12, 1904.

THE TRADE:

Heretofore we have always packed tomatoes, but this year we are not packing. In fact, there will be fewer canneries working on them in this State; the one at Kingsville has been torn down and moved away, and the one at Junction City is not doing very well.

Yours truly, McKinney Canning Co

Fair Prospects, Average Acreage.

CHILLICOTHE, OHIO, Sept. 14, 1904.

THE TRADE:

There are four new canneries in this section this year, one at Chillicothe, one at Urbana, one at Holland and one at Washington Courthouse. It is presumed they will handle the usual articles put up in this section, corn, peas, string beans, pumpkins and beets. Prospects are for a fair yield on about the same acreage as in other years. We are paying $8 per ton for both corn and tomatoes.

Yours truly, The Sears & Nicholls Co.

The "For Sale" page may contain something you need. Read its offerings. * *

CAN MAKING MACHINERY

Presses	Crimpers
Dies	Testers
Floaters	Slitters.

MANUFACTURED BY

STEVENSON & CO.,

601-607 S. Caroline St.. Baltimore, Md.

Tomatoes in England.

In the following article the U. S. Consul gives a hint to canned goods packers which should be seriously considered. Now that tomatoes have taken hold in England, there is no reason the consumption of the canned article should not equal, if not surpass, that of the United States, or that United States canners should not supply this demand. It is an opportunity long looked for. He says:

Over 100,000 packages of tomatoes are entering the British ports weekly; and in addition the home crop is the heaviest known. Valencias have been selling at 2 shillings (48 cents) a case, and French tomatoes have been sold as low as 1 shilling 6 pence (36 cents) a crate. These prices, it is claimed, are altogether unprecedented in July. Tremendous quantities are expected to be on sale in September.

Unfortunately, American tomatoes are not holding their own in this market. It is now about impossible to go into a local store and purchase the American product. No complaint is made against the American tomato. It is readily admitted to be equal if not the superior of any other, yet it is not on sale. Yesterday I called on several of the merchants and asked them the reason why the continental tomato was crowding out that from the United States, In nearly every instance the reply was the same: "The London houses do not offer us the American product, and we sell mostly Italian and French products."

I would suggest to our American canning companies that this is a matter deserving attention and investigation.—Jos. G. Stephens, Consul, Plymouth, England, August 4, 1904.

Rheems, Pa.—In one day more than 20,000 cans of corn and tomatoes were put up at the Rheems Canning Factory. By the end of the season the pack may reach 500,000 cans.

Elverson, Pa.—The Elverson Canning Company is experiencing a very busy season. In one day the total pack of corn and tomatoes reached almost 16,000 cans, and the total pack of the season at present has almost reached 200,000 cans. Sweet corn is still arriving in large quantities. The dry weather is ripening the tomatoes very fast.

Skowhegan, Me., Sept. 8.—The corn shop has opened and a full crew of men will be required for the next two weeks. The work had to be begun on account of the early frosts. Crops on lowlands in this vicinity were nipped pretty sharply yesterday morning, and the corn will have to be hurried to the shop to save it.

AT THE THEATRES

Week of September 19, 1904.

FORD'S.

EVA TANGUAY

IN

THE SAMBO GIRL.

Matinee, Monday and Saturday

MARYLAND.

B. F. KEITH'S

High-Class Vaudeville Attractions

Beginning Monday, September 19.

NEW AUDITORIUM.

WHEN JONNY COMES MARCHING HOME

Matinee, Monday, Wednesday and Saturday.

HOLLIDAY STREET.

THE WHITE TIGRESS OF JAPAN.

Matinee Monday, Wednesday and Saturday.

MONUMENTAL.

RENTZ-SANTLEY.

Matinee Daily.

IF YOU MAKE OR INTEND MAKING YOUR OWN CANS

Here are some Bargains for You:

3 Mitchell Power Slitters.
3 Stevenson Body Formers and Seamers.
3 Slaysman Power Crimpers.
3 McDonald Can Headers.
4 Mitchell Floaters.
3 Stevenson Rotary Testers.
1 Kemp 50-bbl. Gas Machine.

DIES AND PRESSES TO CORRESPOND.

Will make both Prices and Terms to Suit.

CONSUMERS' CAN CO.

1015-1031 FAWN STREET, BALTIMORE, MD.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.	Cash.	Regular.
Standard 2s	$	50 .....
" 3s	.....	57½ 70
" Gallons	.....	1 65 1 90

BAKED BEANS.

Lunch 1s	$	31 42
" 2s	.....	40 70
Tall 2s	.....	40 70
" 3s	.....	55 90

BEANS.

Green String 2s	$	52 75
" " 3s	.....	75 90
" " Gallons	.....	2 25 2 50
White Wax 2s	.....	50 65
" " 3s	.....	80 90
" " Gallons	.....	2 25 2 60
Refugee 2s	.....	80 .....
" Extras, 2s	.....	1 25 1 60
Green Lima 2s	.....	85 90
" " small 2s	.....	1 10 1 25

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	60 .....
" Extra Fancy Preserved Strawberries	.....	1 20 1 25
No. 1 Ex. Pres. Strawberries, oval cans	.....	80 .....
" 2 Standard Raspberries	.....	80 .....
" Ex. Pres. Red Raspberries	.....	1 20 .....
" Standard Blackberries	.....	80 .....
" 3 " "	.....	..... 1 10
" 2 Extra Blackberries	.....	1 00 .....
" " Fancy "	.....	1 10 .....
" Standard Gooseberries	.....	90 .....
" " Blueberries	.....	70 .....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	75 80
" " Pres	.....	1 00 1 10
Blueberries, 2s	.....	67½ 70
Strawberries, 2s	.....	57½ 60
" Preserved 1s	.....	80 85
" " 2s	.....	1 15 1 30
" Gallons	.....	3 50 4 00
Gooseberries, 2s	.....	90 95
Raspberries, Red 2s	.....	75 80
" " " Preserved	.....	1 20 1 30
" Black 2s	.....	75 80
" " " Preserved	.....	1 20 1 25

CHERRIES.

Red 2s	$	65 70
White 2s	.....	1 00 1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	67½ 70
" Choice	.....	75 80
" Dry Pack	.....	75 90
" Shoe Peg	.....	85 1 00
" Choice Standard County	.....	....
" Standard County	.....	....
" " Extra County	.....	....
" Fancy County	.....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$	70 75
" New York or Maine Style	.....	75 80
" Seconds, Soaked	.....	60 65
" Standard	.....	65 70

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$	62½ 65
" New York or Maine Style	.....	75 80
" Seconds	.....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	60 .....
" " " Dry Packed	.....	72½ .....
" Ex. Sugar Corn, fine qual., dry pk'd.	.....	77½ .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	60 65
" New York or Maine Style Dry Pack	.....	72½ 85
" Seconds " " "	.....	....

CORN AND TOMATOES.

No. 2	$	65 .....
No. 3	.....	....

OKRA.

Standard 2s	$	 70
" 3s	.....	 90

OKRA AND TOMATOES.

No. 2	$	 65
No. 3	.....	 85

OYSTERS.

	Cash.	Regular.
2s, 4 Ounce	$	85 .....
1s, 5 "	.....	90 92½
1s, 8 "	.....	....
2s, 10 "	.....	..... 1 70
1s, Light Weight	.....	50 .....
2s, Light Weight	.....	....
1s, Lunch Tins	.....	....
1s, 6 Ounce Selects	.....	....
2s, 12 " "	.....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 15 .....
" 2 "	.....	....
5 oz. No. 1 Standards	.....	 90
10 " "	.....	..... 1 65
5 oz. Standards, tall cans	.....	90 .....
10 " " "	.....	1 65 .....
4 oz. No. 1 Cove	.....	82½ .....
8 " 2 "	.....	1 50 .....
No. 1 Light Weights	.....	50 .....
" 2 " "	.....	....

PEARS.

Bartlett 2s	$	75 ....
" 3s	.....	1 00 ....
Extra Bartlett 2s	.....	....
" " 3s	.....	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 35 1 50
" Seconds, "	.....	1 10 1 15
" Pie Unpeeled	.....	80 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 40 1 50
3-lb. " Selected " "	.....	1 60 1 70
No. 3 Standard, Yellow	.....	1 35 1 40
" Seconds, Yellow	.....	1 10 1 15
" " White	.....	1 05 1 10
2-lb. " Peaches	.....	1 05 1 10
No. 2 Standard, Yellow	.....	1 10 1 15
" " White	.....	1 10 1 15
Gallons, Pie	.....	2 25 2 50
3-lb. Pie	.....	 80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	1 00 1 10
" Extra Standard, Yellow	.....	1 05 1 20
" Seconds, White	.....	80 82½
" " Yellow	.....	85 90
No. 3 Standard, White	.....	1 35 1 40
" " Yellow	.....	1 35 1 50
" " Extra Yellow	.....	1 65 1 75
" Off Standard, Yellow	.....	1 25 1 30
" Seconds, White	.....	1 10 1 15
" " Yellow	.....	1 15 1 25
" In Syrup	.....	1 35 1 40
" Pie, Unpeeled	.....	85 90
No. 6 " "	.....	....
Gallons, Pie, Unpeeled	.....	2 50 2 75
" " Peeled	.....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	85 .....
" " Peeled	.....	1 00 .....
Gallon Pies, Unpeeled	.....	2 40 .....
" " Peeled	.....	....
No. 2 Seconds, White	.....	75 .....
" " Yellow	.....	80 .....
No. 3 Seconds, White	.....	1 05 .....
" " Yellow	.....	1 10 .....
No. 2 Standards, White	.....	95 .....
" " Yellow	.....	1 00 .....
No. 3 Standards, White	.....	1 25 .....
" " Yellow	.....	1 35 .....
" Ex. Selected, Yellow	.....	1 75 .....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 80
" " " Sifted	.....	85 1 20
" " " 2ds, labeled Standard	.....	55 60
" Soaks	.....	40 45
" Seconds	.....	....
" Marrowfat, Full Standard	.....	75 .....
" " White	.....	....
" " Soaks	.....	40 45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	.....	75 85
2 " Sifted	.....	1 00 1 20
2 " Extra Sifted	.....	1 10 1 35
2 " Extra Fine Sifted	.....	1 40 1 60
2 " Petit Pois	.....	1 75 2 00
2 " Off Standard	.....	70 75
2 " Off Sifted	.....	85 95
2 " Off Extra Sifted	.....	95 1 15
2 " Off Sifted Petit Pois	.....	1 40 1 75
2 " Seconds	.....	60 70
2 " " Sifted	.....	80 85
2 " " Extra Sifted	.....	90 1 10
2 Marrowfat	.....	75 85
2 " Sifted	.....	85 95
2 " Extra Sifted	.....	1 10 1 50
2 " Seconds	.....	60 75
2 Sweet Extra	.....	90 1 00
2 Sweet Petit Pois	.....	..... 1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June.	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	80	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	90	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	1 50	1 60
Extra 1s, Eyeless and Coreless	.....	.....	95	1 00
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	95	1 00
" 2s, "	.....	.....	1 75	1 85
Preserved 2s, Eyeless and Coreless	.....	.....	1 75	1 90
" " Grated	.....	.....	1 80	2 00
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	90	.....
" " Grated	.....	.....	90	.....
" " Cocktail	.....	.....	85	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 00	.....
" " in Syrup	.....	.....	2 10	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.

	Cash.		Regular.	
No. 3 Full Standards	67½	.....	70	.....
" Seconds	60	.....	62½	.....
No. 2 Full Standards	47½	.....	50	.....
" Seconds	45	.....	47½	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	67½	70	.....	72½
" Seconds, Labeled Standards	.....	.....	.....	65
No. 2 Full Standards	47½	.....	.....	50
" Seconds, Labeled Standards	.....	.....	.....	45

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	67½	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	50	.....	.....	.....
" 3 " "	67½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	.....	.....	.....	.....
" 3 Second Tomatoes	62½	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 95	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 75 @	1 90
" Maryland gallons	.....	1 75
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 25	1 35
" No. 2 String, Southern	65	
" Baked, No. 3	65	70
" N. Y. String, 2s	1 25	1 30

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	1 20	1 25
" " Maine	1 50	1 60
" " Southern	1 12½	1 15
" " Western, 2s	1 00	1 10
LOBSTER—Talls, 1-lb	3 50	.....
" flats, 1-lb	3 60	.....
OYSTERS—5 Ounce Standards	85	90
" 2-lb. 10 Ounce	1 75	1 85
PEACHES—2½-lb. Standard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 35	1 45
PEARS—California 2½-lb	1 65	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	1 25
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	70	1 00
" Gallon	2 00	
SALMON—Columbia River talls, 1-lb	.....	.....
" " " flats, 1-lb	.....	.....
" " " ½-lb	.....	.....
" Alaska Red, talls, 1-lb	1 17½	1 23½
" Medium Red, talls, 1-lb	.....	1 15
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	.....	.....
" " flats, ½-lb	.....	.....
" Alaska Pink, talls, 1-lb	80	
" Cohoes, talls, 1-lb	.....	.....
" Cohoes, flats, 1-lb	.....	.....
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	1 50	.....
" other pack, 2s	1 35	.....
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	75	77½
" No. 3 " New Jersey	95	1 00
" Gallons, Maryland	1 90	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

Drop and Bar	½x½	9x10	8x10
Wire Coil	$ 17½	16½	15½
Wire Segments	17½	16½	15½

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$11 00 per thousand.
No. 2 S. H.	16 00 "
No. 2 P. H.	16 50 "
No. 3 P. H.	19 50 "
Gallon P. H.	45 00 "
No. 3 Jersey P. H., Standard,	20 00 "

SOLDER HEMMED CAPS.

S. H. $ .95 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

2 S. H	2 L. H.	3 Stand.	Gallons.
$14.00	$14.50	$18.50	$44.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$27 70	28 00	.....	.....
Malacca	27 70	28 00	.....	.....

PIG LEAD.

Omaha	$ 4 40	4 50	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,
737 EAST PRATT STREET
BALTIMORE, MD.

FOR SALE.

One Crosby Body former and Lock Seamer in good order.
Four Stevenson Triple Can Testers.
One Baldauf String Bean Filler.
Address, The Sears & Nichols Co.,
Chillicothe, Ohio.

FOR SALE.

One Lockwood 5 Bbl. Carburetter, nearly new. One Springfield Weight Machine, will furnish pressure for light and heating purposes for large size factory.
B. S. Ayars & Sons Co., Bridgeton, N. J.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

Kerosene Oil Heating,

WHY

Subject your lives and buildings to the dangers attending gasoline in any form

WHEN

You can obtain better results at Twenty-five per cent less expense by adopting the

CLARK KEROSENE OIL SYSTEM

WHICH IS

Most economical, safe and durable, having a faultless reputation of fourteen years' duration.

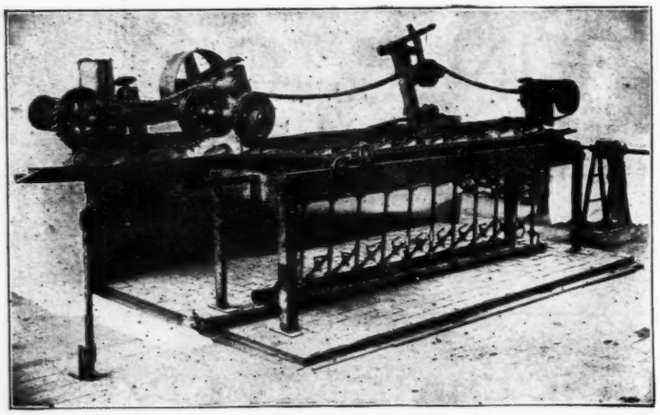
Send for Catalogue.

THE CLARK NOVELTY COMPANY,
ROCHESTER, N. Y.

CAN FLOATING MACHINE

With Acid and Cooling Attachment.

The Improved Round Can Floating Machine illustrated below will solder cans up to 6¾ inches in diameter, and has a capacity of 40,000 2-lb. can ends per day. A great number are now in use, doing good work, with a rapidity approached by no other machine.



JOHN R. MITCHELL,

CANNING AND CANMAKING MACHINERY,

Foot of Washington St. **BALTIMORE, MD., U. S. A.**

Improved Sauer Kraut Cutter.

BEST KRAUT CUTTER IN THE WORLD.

Cuts the Cabbage long, so much desired to make the best Kraut.

Two Sizes for Hand and Power.

Some References of Firms Using Them.

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Manitowoc Pickling Co., Manitowoc, Wis.
A. Grossenbach & Co., Milwaukee, Wis.
Pickards Vinegar Co., Leavenworth, Kan.
Le Roy Canning Co., Le Roy, N. Y.
Erie Preserving Co., Lockport, N. Y.
F. Roebrecht, Newark, N. J.
C. Ricker, Stapleton, L. I.
T. J. Kurdle, Baltimore, Md.
Gross Bros., Baltimore, Md.
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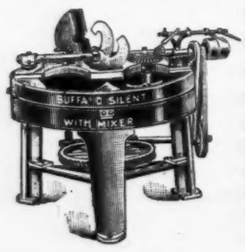
Clyde Kraut Co., Clyde, N. Y.

Vegetable, Fruit and Meat Cutter.



Buffalo Silent Cutter.

FASTEST CUTTER IN THE WORLD For Mince Meat, Picalilli, Onions, Horse Radish, Crushed Fruits Etc.

Core Cutter.

Saves the CORE GIVES KRAUT BETTER FLAVOR and Keeps Better.

Saves 15 to 20%

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,

BUFFALO, N. Y., U. S. A.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

THE

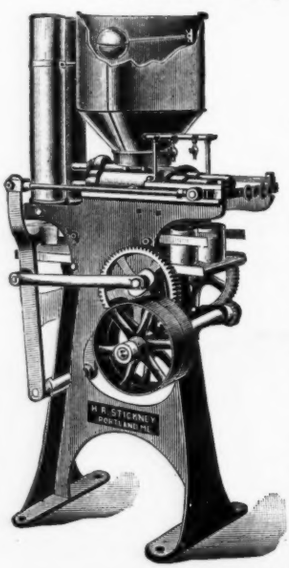
STICKNEY

CONDENSED

MILK FILLER

PATENTED.

CAPACITY 30,000 IN TEN HOURS.



IT IS THE BEST.

Tested by four years of use on Cans and GLASS JARS.

Cans are fed and filled automatically two at a time leaving them perfectly clean on top so they go direct to sealers without intermediate attention.

They are easily set up, operated and cleaned, and the fill is regulated while going to a nicety.

Used by the Borden Condensed Milk Co., in four of their factories, and eleven other concerns use from one to three machines each.

MF'D AND SOLD ONLY BY

HENRY R. STICKNEY, PORTLAND MAINE, U.S.A.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

Wanted—A good reliable Processor. One who understands packing oysters. shrimp and vegetables; must also understand machinery. Address S. L. Jacobs, Murphy, La.

Wanted—Foreman, a practical all around man, that fully understands all details for packing high grade fruits and vegetables, as processor, can-making and can run a small boiler at times. Year around position to the right man. Send full details in first letter. Address Edward E. Ling, R. F. D. No. 8, South Portland, Me.

Wanted—Experienced Processor on Corn and Tomatoes; must be reliable and sober and able to furnish first-class reference as to ability; also, first-class Ketchup Cook; he must understand his business and be well recommended and be able to make a high-class ketchup. Apply at once, stating salary expected, which must be reasonable, Box No. 739, Owensboro Kentucky

Wanted—A thoroughly competent "Kraut" man. Answer at once, with full information, to "Kraut," care of The Trade.

SITUATIONS WANTED.

Position Wanted---A first-class, practical Superintendent and Processor of 25 years' experience, who thoroughly understands his business on oysters and shrimp, corn, peas, tomatoes, peaches, Boston baked and green beans, apples, pumpkin and berries of all kinds, is open for engagement and wishes to correspond with parties needing the services of such a man; best of references. Address Reliable, 212 North Gilmor street, Baltimore, Md.

Wanted—Situation as processor and manager of a canning factory for 1905, by one who thoroughly understands processing in all branches. First class manager of help. Can give best of references. Address C., care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

Wanted—A situation by a first-class catsup maker who also understands preserve making and the processing of tomatoes and fruit. Address R. Alexander, care General Delivery, Cincinnati, O.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

WHEN CANNING IS OVER,

Look about you to see if there is any machinery or other supply not wanted the canning season. If there is turn it into money instead of letting it go to waste.

A FOR SALE AD.

in THE TRADE will do this for you.

W. L. HINCHMAN, Ph. G.

26 MILTON AVENUE, BALTIMORE, MD.

—EXPERT IN—

Canning and Preserving. *Chemist and Anylist.*

GOODS ANALYZED.
WORKING FORMULAS.
NEW IDEAS ELABORATED.

Formulas and Processes for Jams, Jellies, Preserves; Wet and Dry Mince Meat, Pie Preparations, Soups, Catsups, Flavoring Extracts. Candies, Yeast Powder, Etc., Etc.

PROCESSES IMPROVED.
OUTPUT CHEAPENED.
NEW PLANTS OUTLINED.

PRICES REASONABLE. CORRESPONDENCE SOLICITED.

A CANNER'S TRUST

has to be placed in the machinery and appliances he uses, so that a thrifty packer will look up these now and see that they are all in good working order, and that he is well supplied.

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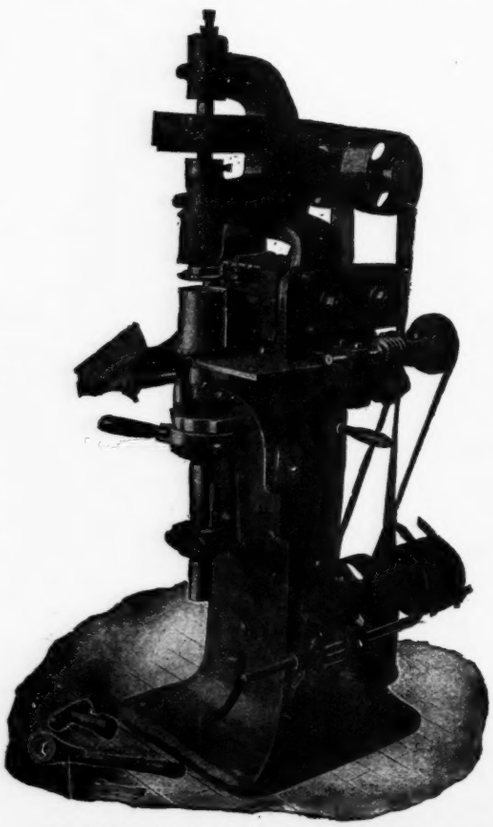

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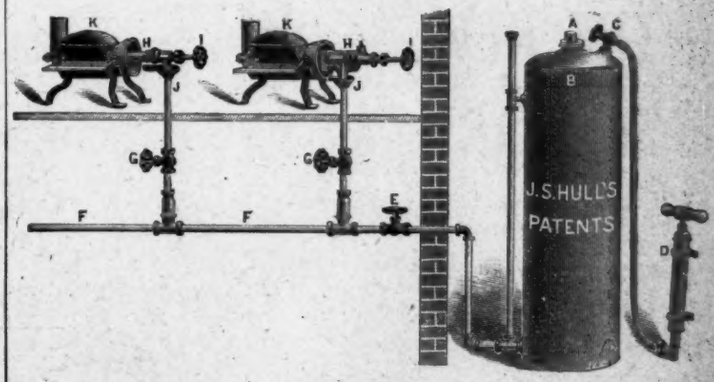

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